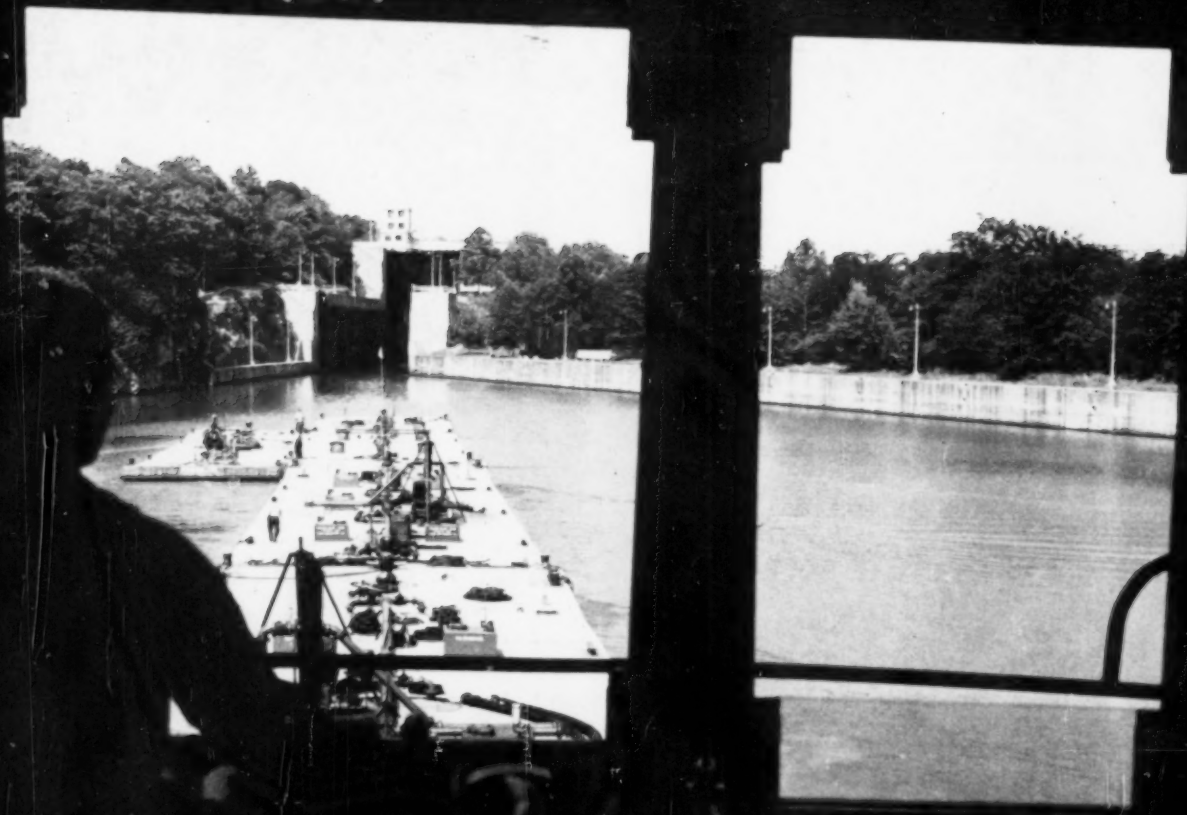


DISTRIBUTION AGE

A CHILTON  PUBLICATION

JANUARY 1958





**New advantages for fleet owners
introduced in all-new
Dodge Power Giants for '58**

Power, payload, economy and styling features make Dodge 4-way leaders of low-priced 3

Recent introduction of the new '58 Dodge *Power Giants* brings fleet owners a series of the most outstanding advances in Dodge truck's 40-year history.

In power, for instance, Dodge offers three new *Power Giant* V-8's that provide up to 234 hp. . . as much as 24% more than other low-priced makes. These extra-powered engines can take it easy under normal loads . . . keep going longer, too.

Payload capacities are up to an all-time high. Chassis construction features the elimination of excess weight while actually increasing strength. You get as much as $\frac{1}{3}$ more payload capacity.

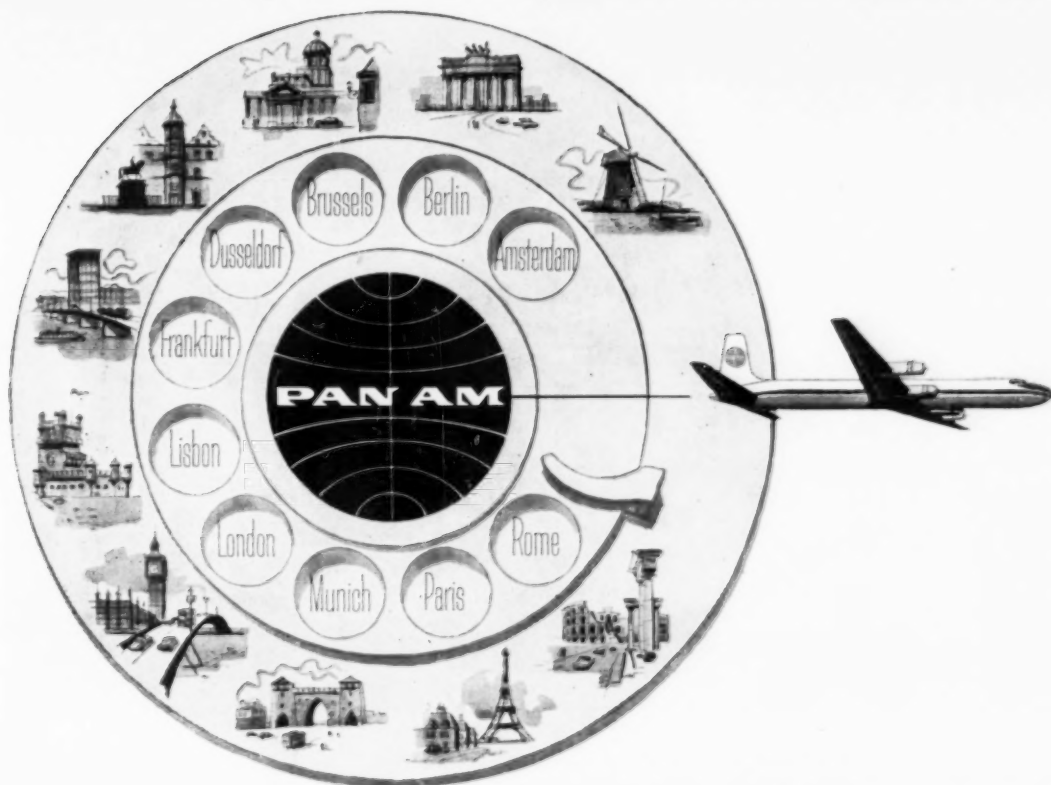
When it comes to economy, Dodge sweeps the field because of its exclusive Power-Dome V-8 engine design that reduces harmful carbon deposits. This improves gas mileage . . . practically eliminates the need for major engine overhauls.

Dodge styling gives fleet owners a real prestige bonus. Striking dual headlights, massive new grilles and luxury cabs are exceptional highlights.

All in all, fleet owners would be well advised to check into the '58 *Power Giant* line-up before replacing or adding units. These Dodge trucks are definitely four-way leaders of the low-priced three.

DODGE Power Giants

Circle No. 1 on Card, Facing Page 51, for more information



The direct line for long distance hauls

Fastest delivery to all the world—

Another bonus you get with the new Pan Am Profit Lift

A take-off or landing every 2½ minutes throughout the world—no other airline can match Pan Am's number of direct flights to and from the 6 continents.

Result: no unnecessary transshipments. Your goods go *straight*—from shipping point to destination.

Fastest delivery to all the world is only the beginning. For the new Pan Am Profit Lift offers both shipper and consignee the most comprehensive service of ANY overseas cargo carrier. Only the Pan Am Profit Lift gives you all this:

WORLD'S FASTEST, SUREST RESERVATIONS. Space can be confirmed in 4 seconds flat, thanks to "PAT"—electronic Pan Am Teleregister. But, reserved or unreserved, *all* Clipper* Cargo is *expedited* cargo.

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of your shipment every step of the way.

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Yet when you ship via Pan Am Clipper Cargo, you pay the minimum prescribed rates.

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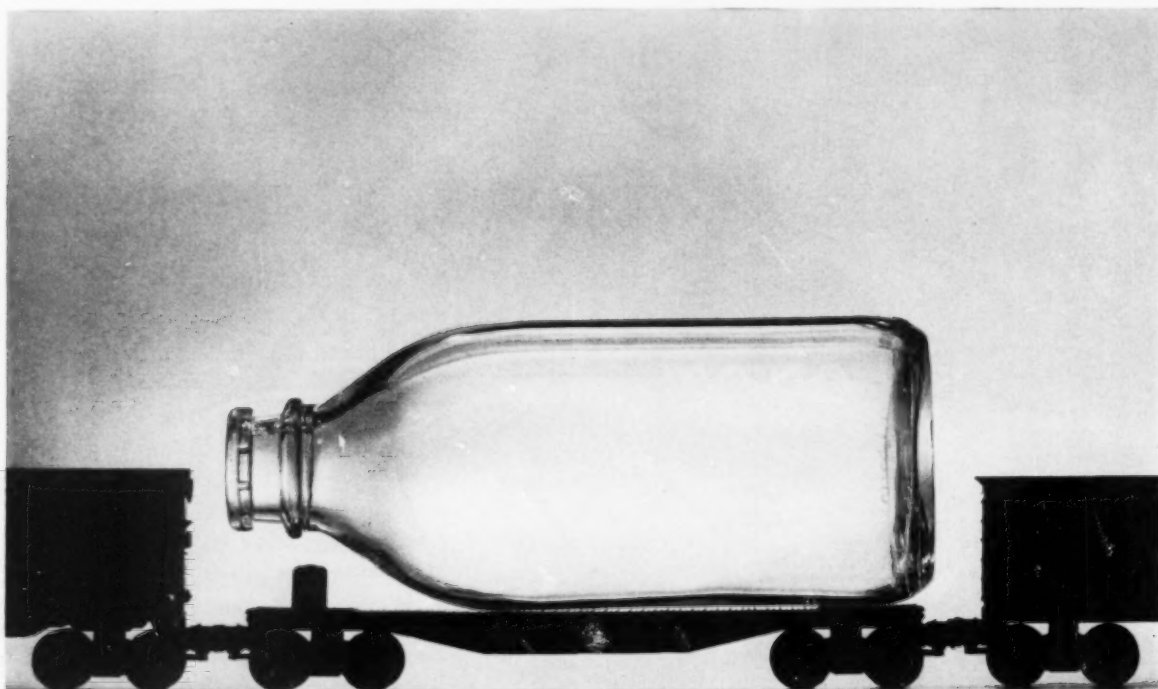
PAN AM CLIPPER CARGO

FASTEST DELIVERY TO ALL THE WORLD

*Trade Mark—Reg. U. S. Pat. Off.

JANUARY 1958





30,000,000

MILK-BOTTLE MILES

Recently 24,000 milk bottles were shipped from an Oklahoma manufacturer to a Southern California creamery in one of Southern Pacific's new "Hydracushion Underframe" boxcars.

Thirty million milk-bottle miles without incident —not one broken bottle!

Dairy interests, glass manufacturers, and the transportation industry have always found that milk bottles are a painfully delicate subject. But not any longer, when glass products and similar fragile freight can enjoy the extra protection of a "Hydracushion Underframe" ride.

These revolutionary new freight cars were developed by Southern Pacific and Stanford Research In-

stitute. They employ a unique sliding underframe with a hydraulic pressure device to give extra cushioning to fragile shipments. S. P. has built 350 hydracushion cars—adding "DF" interior loading equipment and roller bearings for good measure. A proved boon to the bottlemaker and the creamery—as well as everyone else who has shipped or received freight via hydracushion—, the cars are also an example of how S. P. uses modern research to help create and give the finest freight service.



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JANUARY 1958

DA DISTRIBUTION AGE

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January 1958

CONTENTS

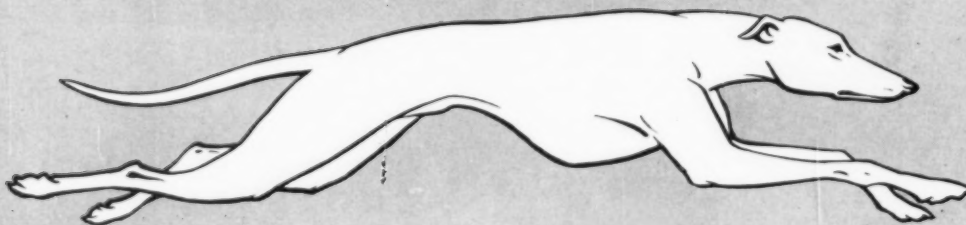
FEATURES

- Let's Re-examine Our Freight Bills** Harry F. Newmiller 25
Freight bills aren't always what they seem to be—are you sure yours are in line?
- Moving the 'Big Load' by Tug and by Tow** 26
Our inland waterways now account for 8.1 per cent of all U. S. inter-city freight traffic
- Distribution Dividends via Production Speed-Up** 30
Automated and integrated handling reduces production-to-distribution cycle for bakery
- Carrier Liability in Delays in Transit** Kenneth U. Flood 32
Delays in transit can cause loss in sales and goodwill—what is the extent of liability?
- Transport, Key to US Power, Under NDTA Review** 34
Military and civilian speakers discuss the role of distribution in peacetime and war
- Eight Washers at a Time Via Mechanical Order Picking** 36
Mechanized retail warehouse increases output of order pickers and speeds delivery to homes
- 'Build New' vs. 'Make Do' in Warehouse Relocation** Phil Hirsch 38
Following a full study of costs and operations, distribution center moves from Loop area
- New Depot Doubles Employee Output** 40
Million-dollar warehouse lets brass company double inventory with small labor increase
- Seed Storage Building Saves \$8000 for Co-op** 41
Delinting and storing in a building at gins eliminates shipping charges for cotton firm
- DA Insurance Manual—V** Warren M. Brown 42
Classifications, rates, premiums, exceptions, etc., of vehicles in warehousing and trucking
- Cotton Fire Mystery Cleared Up by Fog** 43
Research into cause of boxcar fires produces a new method of fighting burning cotton
- Truck-Drum Conveyor Weighs Carts on the Go** 52
Shippers may benefit from a check of shipment weights made on newly developed scale
- Costing Practices—Public Warehousing II** John H. Frederick 53
Use of public warehouses permits manufacturer to segregate storage and handling costs
- DA Materials Handling Primer—XXIV** D. O. Haynes 54
A discussion of devices which support loads suspended from hooks of hoists or monorails

DEPARTMENTS

- | | | | |
|------------------|----|-----------------------|----|
| Coming Events | 6 | Letters to the Editor | 22 |
| Chuting the News | 9 | New Products | 44 |
| Men in the News | 14 | Free Literature | 50 |
| Washington DA | 19 | Within the Law | 65 |
| On The Line | 21 | Warehouse Spotlight | 67 |

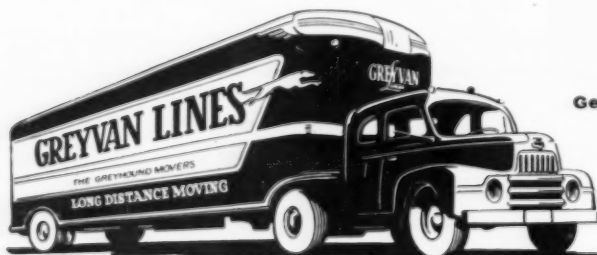
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THE GREYHOUND MOVERS
LONG-DISTANCE MOVING AND STORAGE

YOU can profit from using Allis-Chalmers lift trucks. . . just as these foundries have



MIDWEST — Material is handled more efficiently . . . less time is required with this Allis-Chalmers 6,000-lb lift truck. With rotating device, it handles foundry sand, other bulk materials.

Handling of materials offers some of the best opportunities open to foundries for cutting costs . . . since up to 150 tons must be moved to produce one ton of castings. Foundries everywhere have learned that an Allis-Chalmers lift truck is a *proved* way to cut costs on many handling operations.

See your Allis-Chalmers dealer soon. Have him give you the facts on lift trucks with capacities ranging from 2,000 to 10,000 lb — better still, ask him for a demonstration in your foundry.



WEST — Bundles of scrap are handled in the yard, moved to charging area with this 6,000-lb lift truck. The operator "spots" loads quickly because the truck maneuvers so easily in tight quarters.



EASTERN — On indoor or outdoor handling, this 4,000-lb lift truck works fast, drives easily, turns in 72-in. radius to move castings easily.



GREAT LAKES — Inventory was simplified — storage space better utilized because of tons-at-a-time tiering with this 6,000-lb lift truck. It also makes possible real savings on other handling.



NORTH — Over 6,000 hours of trouble-free operation with these Allis-Chalmers 4,000-lb lift trucks caused this foundry to add several more of the same trucks to their fleet.



CENTRAL — Handling time was reduced 30% on materials moved by this and another Allis-Chalmers lift truck. They saved 90% of the time formerly required to unload refractory brick.

MATERIAL HANDLING DEPARTMENT, BUDA DIVISION, MILWAUKEE 1, WISCONSIN

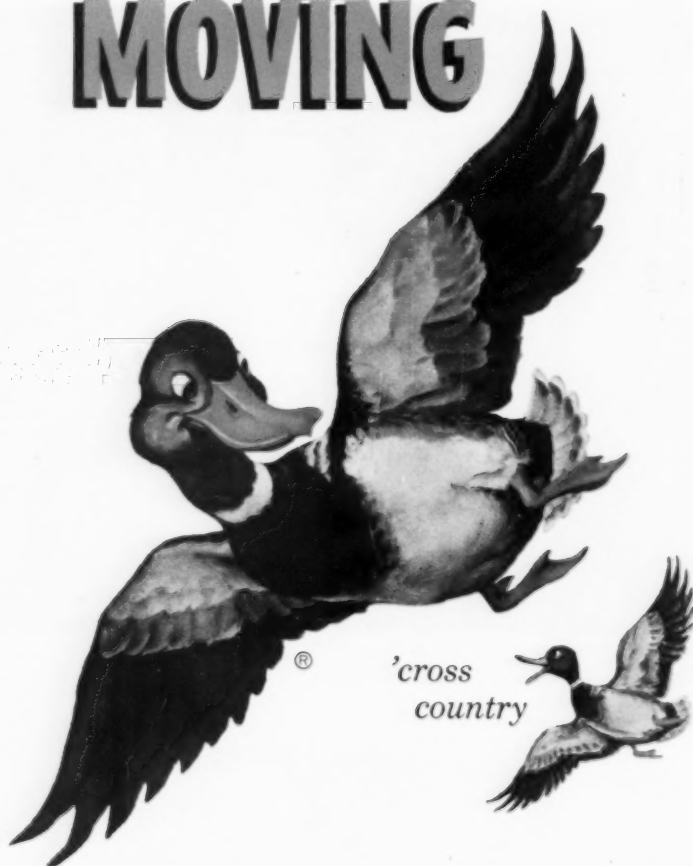
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ALLIS-CHALMERS



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ALLIED VAN LINES • WORLD'S LARGEST LONG-DISTANCE MOVERS

Coming Events

- Jan. 14-15—Transportation Assn. of America, Annual Meeting, Conrad Hilton Hotel, Chicago.
- Jan. 19-24—1958 Transportation Management Program, Columbia University, New York.
- Jan. 20-22—Truck-Trailer Mfrs. Assn., 17th Annual Convention, Palm Beach Biltmore, Palm Beach, Fla.
- Jan. 30-31—American Society of Traffic and Transportation, Membership Examinations, cities throughout the country.
- Jan. 30-31—Private Truck Council of America, Inc., 19th Annual Convention, Sheraton Hotel, Philadelphia, Pa.
- Feb. 2-4—National Wooden Pallet Mfrs. Assn., 11th Semi-Annual Meeting, Hollywood Beach Hotel, Hollywood, Fla.
- Feb. 3-14—Industrial Packaging Short Course, Purdue University, Lafayette, Ind.
- Feb. 17—Movers' and Warehousemen's Short Course, University of Kansas, Lawrence, Kan.
- Feb. 18-19—Material Handling Institute, Traveling Clinics, Houston and Dallas.
- Feb. 24-26—American Management Assn., Export Packaging Clinic, Sheraton-Astor Hotel, New York.
- Mar. 3-5—American Management Assn., "Traffic Manager in Packaging" Workshop, Sheraton-Astor Hotel, New York.
- Mar. 6-8—The Refrigeration Research Foundation, Annual Meeting, Adolphus Hotel, Dallas, Tex.
- Mar. 10-13—The American Warehousemen's Assn., 67th Annual Convention, Adolphus Hotel, Dallas, Texas.
- Mar. 12-15—Movers & Warehousemen's Assn. of America, 23rd Annual Convention, American Hotel, Miami, Fla.
- Mar. 16-21—National Furniture Warehousemen's Assn., 37th Annual Meeting, Palm Beach Biltmore Hotel, Palm Beach, Fla.
- Mar. 25-28—Packaging Machinery & Materials Exposition of 1958, Convention Hall, Atlantic City.
- May 4-8—The Operations Council, ATA, 10th Annual Spring Meeting, Jung Hotel, New Orleans.
- May 8-10—American Materials Handling Society, 2nd Western Regional Materials Handling Show, Los Angeles.

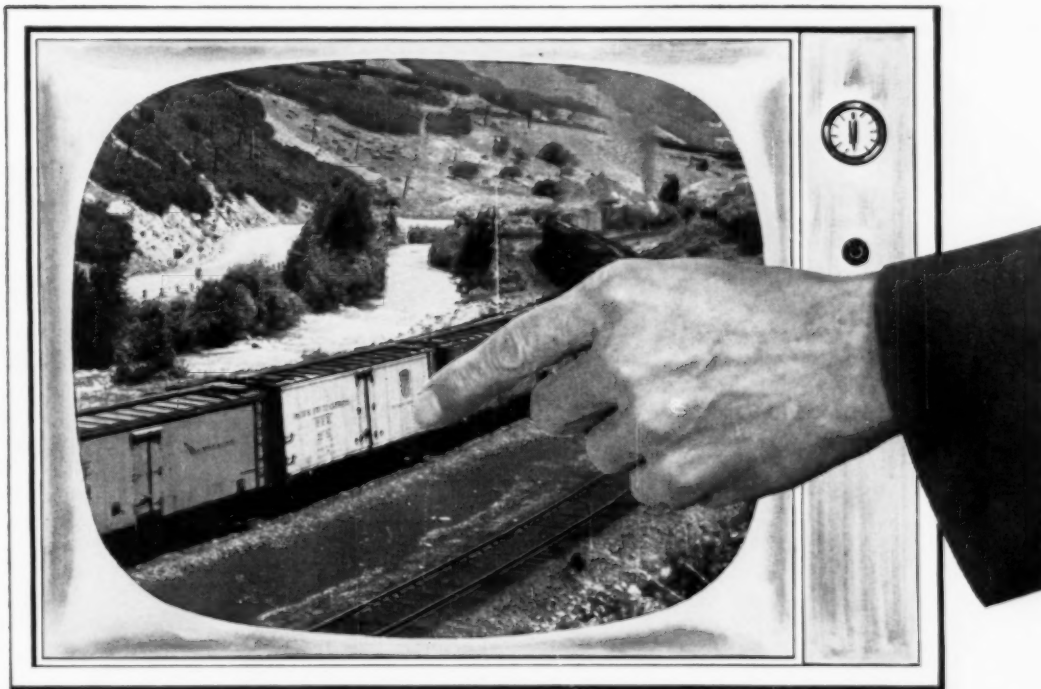
Shippers' Advisory Boards

- Jan. 21-23—Southwest, Monroe, La.
- Jan. 22-23—Atlantic States, Philadelphia.
- Jan. 22-23—Midwest, Chicago.
- Jan. 29-30—Northwest, Minneapolis.



DISTRIBUTION AGE

**You can put a finger
on your shipment
when it goes U. P.**



An electronic eye is on your shipment, every moment it is on Union Pacific. This electronic system reports *in writing* to every traffic office of this railroad.

You can have a report any time you need it. You'll know just where your shipment is, even as it speeds

along the smooth steel highway. Just call your nearest Union Pacific traffic office.

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Map shows the vast western area served by Union Pacific.

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RADAR ON EVERY UNITED PLANE
ADDS EXTRA DEPENDABILITY TO YOUR SHIPMENT



Captain H. L. Baird explains something of interest to every shipper

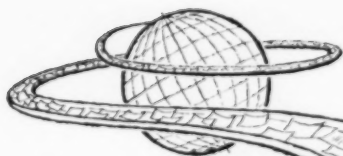
“This is airline radar. It’s a big help in making your United shipments as dependable as they are. Because radar shows us weather up to 150 miles ahead, it prevents long delays or detours caused by storms or turbulence. Every plane in our fleet has radar. So when you ship United, you can be surer of on-time deliveries and smooth trips for fragile items.”

United offers you more guaranteed space availability (Reserved Air Freight) with greater frequency to more destinations than any other airline. And when you ship United, you have the opportunity to lower marketing costs through better inventory balance, broader markets, lower packaging and insurance costs. These features, plus radar, are good reasons to ship dependably by United Air Lines.

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CHUTING THE

NEWS

Transportation Association Schedules Jan. 14-15 Meeting

The Transportation Association of America has scheduled its Annual Meeting for Jan. 14-15 in Chicago's Conrad Hilton Hotel. The meeting theme will be, "A Strong Transport System Makes a Strong America." Richard L. Bowditch, of C. H. Sprague & Son Co., is general chairman.

A discussion on "Transportation Looks at the Users" will be presented by a four-man panel. On the panel will be: John E. Stephen, Air Transport Association of America; James F. Pinkney, American Trucking Associations, Inc.; C. M. Roddewig, Association of Western Railroads, and Braxton B. Carr, American Waterways Operators, Inc.

Other sessions will be held on: "Investors Look at Transportation," "Industry Looks at Transportation," and "Agriculture Looks at Transportation." The meeting is being co-sponsored by 12 national transportation groups.

—DA—

Walter F. Stiegele, vice president, sales and traffic, Roadway Express, Inc., was elected chairman of the National Classification Committee for a one-year term. This committee includes 100 motor carrier representatives elected by the companies participating in the National Motor Freight Classification. The Committee investigates, considers and makes recommendations on matters affecting the classification of freight reflected in the National Motor Freight Classification.

New Material Handling Institute Officers



R. L. Fairbank



Eugene Caldwell



C. L. Fell

R. L. Fairbank Elected President of MHI; Four New Section Chairmen Also Named

R. L. Fairbank, vice president of Towmotor Corp., was elected president of the Material Handling Institute at that group's Annual Meeting in New York last month. He succeeds George G. Raymond, Jr., president of the Raymond Corp. Mr. Raymond was named a director.

—DA—

C of C Committee Studies Transportation Speed-Up

Methods of speeding up mass transit was one of the problems on the agenda of the Transportation and Communication Committee of the Chamber of Commerce of the United States at its meeting in Coronado, Calif., Dec. 5-6. Other problems brought before the Committee included more equitable financing of the federal-aid highway program, lack of uniformity in application of daylight saving time, and exemption from the Interstate Commerce Act of motor vehicles carrying farm products.

Other officers elected were: Eugene Caldwell, president of Baker-Raulang Co., first vice president, and C. L. Fell, vice president of American MonoRail Co., second vice president.

New Product Section chairmen named included: Floor Truck, A. M. Barrett, Jr., president of Barrett-Cravens Co.; Electric Industrial Truck, Roy L. Wolterm, general manager of Automatic Transportation Co.; Monorail, A. F. Anjeskey, sales manager of the Cleveland Tramrail Division of Cleveland Crane and Engineering Co.; Powered Hand-Lift Truck, L. A. DePolis, sales manager of the Industrial Truck Division of Clark Equipment Co.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

AAR Renames Faricy Chairman, Loomis President; Twenty Rail Executives Named Board Members

William T. Faricy, of Washington, on Nov. 22 was re-elected chairman of the Board and chief executive officer of the Association of American Railroads. Daniel P. Loomis, also of Washington, was re-named president and chief administrative officer.

Other officers re-elected were: Gregory S. Prince, vice president and general counsel; Walter J. Little, vice president; William M. Moloney, general solicitor; Richard G. May, vice president in charge of the Operations and Maintenance Department; Arthur R. Seder, vice president in charge of the Finance, Accounting, Taxation and Valuation Department; Philip A. Hollar, vice president-assistant to president; J. Elmer Monroe, vice president and director of the Bureau of Railway Economics; Robert S. Henry, vice president in charge of the Public Relations Department, and Stanley J. Strong, secretary-treasurer.

Twenty chief executives of railroads were elected to the Board of Directors. Seven directors chosen from the East were Patrick B. McGinnis, Boston and Maine; Alfred E. Perlman, New York Central; Howard E. Simpson, Baltimore and Ohio; James M. Symes, Pennsylvania; Walter J. Tuohy, Chesapeake and Ohio; Lynne L. White, New York, Chicago & St. Louis; Harry W. Von Willer, Erie.

Eight western executives named were: Russell L. Dearmont, Missouri Pacific; Fred G. Gurley, Atchison, Topeka & Santa Fe; Ben W. Heineman, Chicago and North Western; Clark Hungerford, St. Louis-San Francisco; John P. Kiley, Chicago, Milwaukee, St. Paul and Pacific; Harry C. Murphy, Burlington Lines; Donald J. Russell, Southern Pacific; Arthur E. Stoddard, Union Pacific.

Five southern members elected were: Harry A. DeButts, Southern; Wayne A. Johnston, Illinois Central; John W. Smith, Seaboard Air Line; W. Thomas Rice, Atlantic Coast Line; John E. Tilford, Louisville and Nashville.

—DA—

One Agency Small Shipments Plan Proposed by Shippers

Representatives of small shipment groups met in New York last month to discuss problems peculiar to their interests. The meeting adopted a preamble sanctioning a "one agency group" system providing coordinated movement of parcel post, small package freight, and small express shipments.

Spencer Hughes, of the McClellan Stores, was named chairman, and Charles Washer, of the American Retail Federation, was named secretary of an eight-man committee. The committee will promote principles incorporated in the preamble.

Represented at the meeting were: The NITLeague Small Shipments Committee, The American Retail Federation, Chain Store Traffic League, National Small Shipments Traffic Conference, National Council on Business Mail, Drug and Toilet Preparations Traffic Conference, National Retail Dry Goods Association, National Association of Shippers Advisory Boards, Western Traffic Conference, Mail Order Association of America, Parcel Post Association, and a number of government agencies.

—DA—

Eric N. Ebert, ICC practitioner, was honored Dec. 12 at a testimonial dinner given by the New Jersey Industrial Traffic League. On the same evening the following NJITL officers were installed: B. A. Carolan, president; R. G. Mul-lady, first vice president; Eugene Leach, secretary; J. B. Sozzio, treasurer.

Mailvan in Test Run



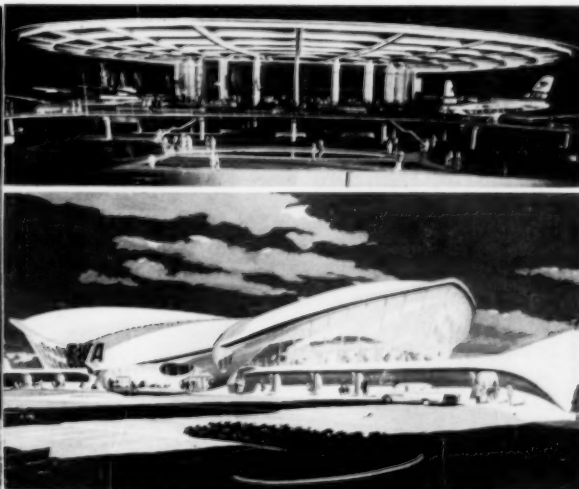
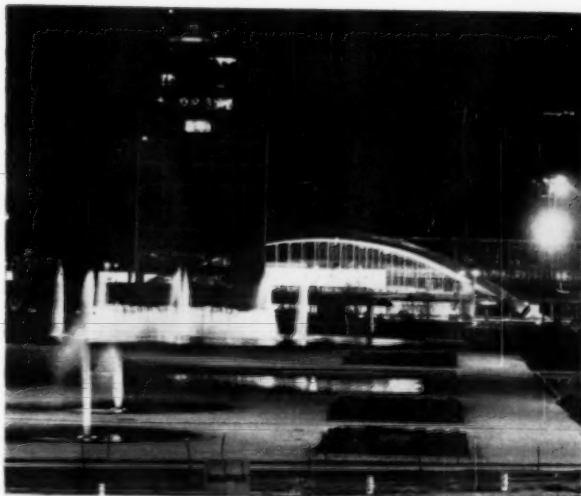
Chesapeake and Ohio Railway recently made a demonstration run of two Railvans of mail between Detroit and Grand Rapids. Assistant Postmaster General E. George Siedle sealed the van before the 3-hour 18-minute office-to-office trip. (See DA, May 1957, p. 56)

ATA Petitions ICC to Request Quarterly Cost Reports

The Interstate Commerce Commission was petitioned Dec. 4 to require all Class I motor common carriers of general freight to submit additional quarterly revenue, cost and statistical information. Filed by the American Trucking Associations and the National Motor Freight Traffic Association, the petition requests the additional accounting and statistical information so that the ICC and the motor carrier industry will have a current measure of trends and changes in cost levels.

—DA—

The 1957 edition of the CAA Statistical Handbook of Civil Aviation was published last month by the Civil Aeronautics Administration. Its 135 pages depict the tremendous development of civil aviation from its early days through 1956. The Statistical Handbook may be purchased from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, for 60 cents.



A new milestone in the development of the New York International Airport was the recent opening of its \$30-million Arrival Building. Built by the Port of New York Authority, it will handle all arriving overseas passengers. This building will serve as the center for a group of terminals (right) to serve the major U. S. airlines. Two of these are being built by Pan American (top right) and TWA (center). The "Terminal City" is being developed on 655 acres. Airlines not having separate terminals will have passenger facilities in wings of new building



Rail Freight Research Group Organized by Western Roads

Eight western railroads late in November announced formation of a research group to examine critical areas in rail freight transportation. The organization will study problems of shippers and railroads in the Mountain Pacific States. It will be headquartered in San Francisco and will be administered by the Western Traffic Association.

G. M. Bruere is chairman of the new Mountain Pacific Research Committee. The committee will work toward improving railroad service.

Sponsoring the project are the Southern Pacific, Union Pacific, Santa Fe, Western Pacific, Rio Grande, Milwaukee Road, Great Northern, and Northern Pacific Railroads.

—DA—

The 20th Regular Meeting of the Middlewest Shipper-Motor Carrier Conference will be conducted Jan. 7-8 at the Broadview Hotel, Wichita, Kan.

Club Briefs

"Transportation Improvement Week" was observed at the Dec. 3 meeting of the Los Angeles Transportation Club.

George J. Leeds, of Hennis Freight Lines, is new chairman of the Carolina Chapter of the Association of Interstate Commerce Commission Practitioners.

"How To Get Your Boss a Raise" was the title of a panel discussion at the Dec. 5 meeting of the Northern California Chapter, AMHS.

New chairman of the Akron (O.) Chapter of the Association of Interstate Commerce Commission Practitioners is Walter Stiegele, of Roadway Express.

The Traffic Club of Syracuse will conduct its Annual Dinner Jan. 16 at the Hotel Syracuse.

The Women's Traffic Club of Philadelphia held its Annual Christmas Party on Dec. 10.

The Metropolitan Traffic Association of New York has picked Jan. 9 as the date for its Annual Truckers' Night celebration.

The New Jersey Chapter, AMHS, has scheduled a tour of the Air Reduction Sales Co. for Jan. 15.

The Central Valley Transportation Club, Modesto, Calif., held its Annual Christmas Dinner Dance on Dec. 21.

Freight Tariff Committee Named by Railroads

Formation of the National Freight Tariff Committee to replace the Railroads' Tariff Research Group, effective Jan. 1, was announced last month by A. C. McIntyre. McIntyre is chairman of the Railroads' Administrative Committee on Tariff Simplification and vice president-traffic of the Lehigh Valley Railroad.

The purpose of the new committee, McIntyre said, is to continue essential functions of the research group, such as maintenance of the Tariff Makers' Manual, and to cement gains made by the research group in the field of tariff making.

—DA—

The National Committee for A Non-Subsidized Seaway, an organization to fight low tolls for the St. Lawrence Seaway, was formed in Washington last month. Representing Atlantic and Gulf Coast shipping interests, the group will campaign against the so-called bargain rate tolls being sought.

Chuting the News . . .

(Continued from Preceding Page)

Howard G. Freas New ICC Chairman; Commission Announces Division and Committee Assignments

Howard G. Freas has succeeded Owen Clarke as chairman of the Interstate Commerce Commission. Freas, whose election was announced Dec. 17, took office Jan. 1. The new chairman was appointed to the Commission in August of 1953. His term expires Dec. 31, 1958.

The ICC also has announced the following Division assignments: Division 1, Chairman Everett Hutchinson, Laurence K. Walrath, and Donald P. McPherson; Division 2, Chairman John H. Winchell, Rupert L. Murphy, and Robert W. Minor; Division 3, Chairman Kenneth H. Tuggle, Murphy, and Minor; Division 4, Chairman Richard F. Mitchell, Anthony F. Arpaia, and Clarke.

Chairman Freas also serves as ex-officio chairman of the Legislation and Rules Committees. The Legislation Committee also includes Commissioners Arpaia and Clarke, while Commissioners Hutchinson and Murphy will serve on the Rules Committee.

—DA—

Pallet Manufacturers Meet

The 11th Semi-Annual Meeting of the National Wooden Pallet Manufacturers Association will be held at Hollywood Beach Hotel, Hollywood, Fla., Feb. 2-4. Members will review progress of NWPMA's expanded Trade Promotion Program, discuss research and development plans for the wooden pallet industry, and adopt a set of procedures to be followed under the NWPA approved tests for evaluating pallets. The group also will consider the 1958 budget and elect officers and directors. A round table discussion on new manufacturing techniques will be a feature of the program.

—DA—

For the month of November, 1957, the average detention of freight cars over the free time of 48 hours throughout the country was 19.66 per cent. In November, 1956, the detention was 21.24 per cent and in October of 1957, 19.77 per cent.

Legislative Line-Up

Following is a brief summary of legislative measures expected to see action in the second session of the 85th Congress

MINIMUM WAGE EXTENSION—Labor committees in both Senate and House have pending legislation to extend federal wage-hour law coverage.

HIGHWAY BUILDING—Gore subcommittee in the Senate will hold hearings on highway building standards, probably early in the year.

BROADER SOCIAL SECURITY—Action is likely on the Forand bill, HR 9467, to expand social security benefits. Look for the AFL-CIO to press for passage of this one.

TRANSPORT POLICY—Bills for sweeping changes in national transportation policy, dormant in 1957, remain before Senate and House Commerce committees.

TAXES—Eisenhower Administration will ask Congress to extend the corporate rate at 52 per cent and prolong excise levies past next June 30. Some tax increases are possible. Renewed efforts will be made to push through legislation to remove 3 per cent transportation tax, but chances of success are questionable.

GOVERNMENT COMPETITION—Still before a House Government Operations subcommittee is HR 1975. It would fix a federal policy on federal competition with private firms.

LABOR WELFARE FUND RULES—Senate and House Labor committees have pending bills to require reporting of welfare and pension fund handling.

FOREIGN FREIGHT FORWARDERS—HR 479, not acted on in 1957, awaits attention of House Merchant Marine Committee. It calls for foreign freight forwarders to be licensed by Federal Maritime Board.

TERMINAL TRAFFIC—Pending before House Merchant Marine Committee is HR 2229, to steer more government freight through commercial marine terminals.

TRANSPORTATION OF EXPLOSIVES—House Commerce Committee has before it a Senate-passed bill, S 1491, to revise the Transportation of Explosives Act.

News Briefs

There were 1,033 vessels of 1,000 gross tons and over in the active ocean-going U. S. merchant fleet on Nov. 1, 1957, according to the Merchant Marine Data Sheet released by the Maritime Administration. This was three less than the number active on October 1, 1957.

Three hundred and nine commercial aircraft have been allocated to the 1959 Civil Reserve Air Fleet (CRAF) it has been announced by the Defense Air Transportation Administration.

A brand new railroad became a part of the Baltimore and Ohio Railroad's Newark, Ohio, Division last month as the longest track relocation in the company's 131-year history went into revenue operation. Graded through the hills of Licking and Muskingum Counties, the new route involves approximately 20 miles of right-of-way between Zanesville and Newark.

Chesapeake and Ohio Railway announced last month the start of construction work on a 3.8-mile industrial track at a cost of \$1,400,000. The track will serve a major new chemical plant of the Union Carbide Corp. to be located on the railroad in West Virginia.

Signode Steel Strapping Co. recently named six new regional managers and eleven new district managers to head the newly created regions.

Westward extension of **Union Pacific Railroad's** long distance telephone direct dialing system—involving new installations at Laramie, Rawlins, Green River, Salt Lake City and Denver—was announced last month by railroad officials.

The addition of the third and fourth new-type Trailerships to **Pan-Atlantic Steamship Corp.'s** fleet last month enabled the company to increase its Sea-Land sailings between New York and Miami and Tampa to two a week. The Port of New Orleans also was added to the schedule on a weekly basis.

A giant new combination passenger-cargo facility is to be built at Los Angeles Harbor, it was announced Dec. 4, following the signing of an agreement by the **Board of Harbor Commissioners** and the **American President Lines**.

—DA—

New Jersey Chapter, American Material Handling Society, will conduct its first Annual Conference and Exposition on Feb. 5 at the Mosque Theatre, in Newark. The Conference will be sponsored by Westinghouse Corp.



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or shipped on EMI racks**

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anything stacks or ships better on
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protect stock, cut handling costs
and speed inventory.

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MEN IN THE NEWS

Traffic

Lee Hays—assistant traffic manager; Richard Griffin—supervisor of transportation, The Maytag Co., Newton, Iowa.

James A. Kyffin—appointed director of purchases and traffic for the C. A. Norgren Co., Englewood, Col.

Edward A. O'Donnell—elected assistant vice president of Henry G. Elwell Associates, Inc., Elizabeth, N. J.

Don G. Ward—new vice president of Republic Interocean Corp., an affiliate of Republic Carloading and Distributing Co., Inc.



Cortland Cromwell—new member of the staff of James C. Buckley, Inc., New York.

Clarence F. Wein—promoted to assistant traffic manager for the Midland Div., Dow Chemical Co.

Hugh A. Allen—named traffic manager of Norton Co., Worcester, Mass.

Frederick A. Anderson—traffic rate specialist. William H. Silverter, Jr.—named supervisor of traffic for the Grinding Machine Div.

Edwin Robinson—appointed district traffic manager at the Edgewater, N. J., plant of Lever Bros. Co. Don Orr—advanced to traffic service supervisor at Hammond. Ed Richter—new traffic routing supervisor at same plant.

Arthur D. Venator—named head of the Purchasing-Transportation Dept. of Swift & Co., North Portland, Ore.



Albert J. Natick—appointed general traffic and warehousing manager of Libby, McNeill and Libby.

Ralph R. Shultz—director of traffic; Joseph F. Potts—general traffic manager for Basic Inc. and subsidiary companies.

H. L. Wyatt—appointed vice president-traffic of Rochester and Pittsburgh Coal Co. (Canada) Ltd., Toronto, Montreal.

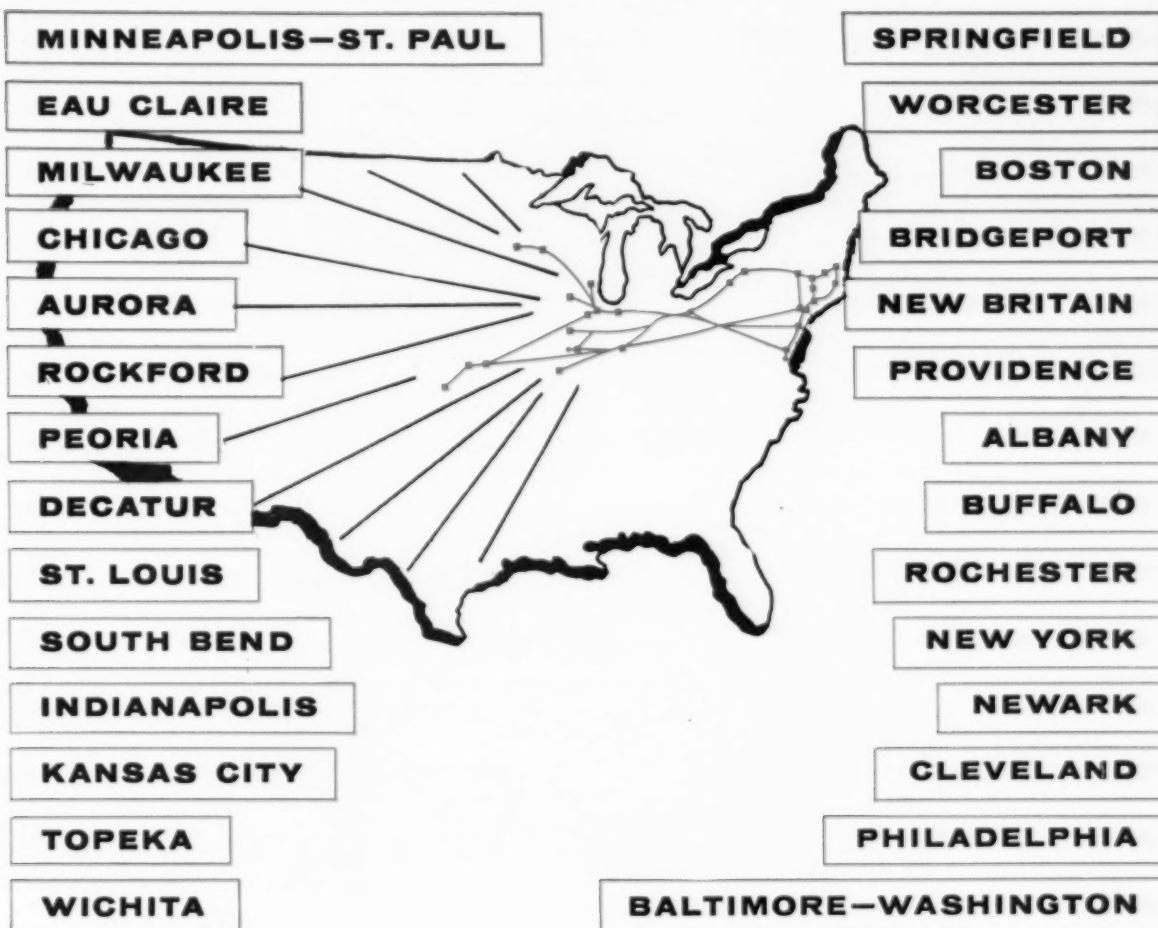
Arthur Edelberg—new traffic manager of Calgon, Inc., a division of Hagan Chemical and Controls Inc., Pittsburgh.

Merrill L. Rice—is the new traffic manager of the Allison Steel Mfg. Co., Phoenix, Ariz.

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between the important industrial and commercial markets of America



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AT THE TERMINAL CITIES SHOWN ABOVE
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Nothing like the **WHITE 3000** Power-Lift Cab!

*Superior design . . . rugged, long lasting
materials . . . and White quality workmanship.*

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| driving ease | rear hold-down clamps |
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"There is outstanding driver acceptance . . . our customers like the modern '3000' appearance, too."

J. A. THROCKMORTON, Pres.
Archie's Motor Freight, Inc.
Richmond, Va.



White builds the industry's most complete line of highway gasoline and diesel tractors for maximum earning power under any state highway law pattern

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DISTRIBUTION AGE



Photo courtesy of Economics Laboratories, Inc.

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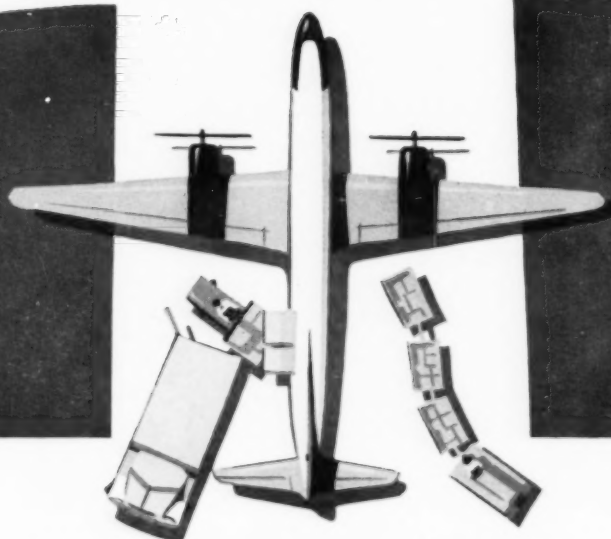
Almost more important than your original truck purchase is the service you get *after* delivery. Quality of the truck is taken for granted. What you're interested in is *keeping* the equipment on the job and keeping maintenance costs down. It's why competent local service is so important.

If you are already a Clark user, you know the service your local Clark dealer supplies is fast, dependable and economical. You know, too, that

his service extends to such things as improving equipment utilization, safety programs for your employees, and a number of other services designed for your specific benefit. If you would like *full* details on the many special aids available, write to: Local Service, Clark Equipment Co., Battle Creek, Michigan.

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Delta picks up today—delivers tomorrow

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time, inventory, warehousing, cartage, crating.

For down-to-the-penny facts and up-to-the-minute schedules on the most complete AIRFREIGHT service *to and through the South* call your nearest Delta AIRFREIGHT office.

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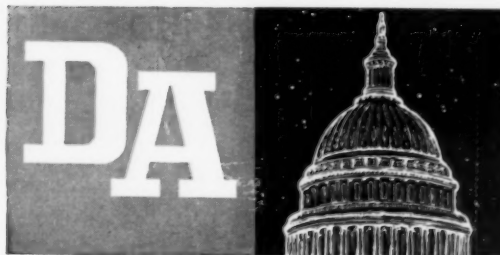
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WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

RAILS SEEK AID—Solutions to railroad industry problems are being sought at White House level. Initially, though, the government has not indicated it will move to aid the carriers. Industry executives and administration spokesmen met in December to discuss the railroads' situation. Relief measures the roads reportedly desire include more ratemaking freedom, and scrapping of the transportation excise tax.

CONGRESS TO QUIZ RAILROADS—One congressional group is ready to ask the railroads what they can do to help themselves. This question is to be taken up in Senate Surface Transportation Subcommittee hearings beginning Jan. 13. The Subcommittee also will inquire: What changes may be helpful, under present laws, in ICC policy affecting the roads? What new laws may be necessary to improve the railroads' economic status?

WEIGH SERVICE FEES—Fees for some services are being studied by the ICC, at Budget Bureau urging. The Bureau would have the ICC and other agencies fix charges as a means of reducing expenses. Before ICC can give the bureau a proposed fee schedule in legislative form, it must decide if: (1) the laws governing its actions will permit or prohibit charges for services; and (2) the public interest is best served by demanding fee payments.

INTERCOASTAL PERMIT MADE FULL-TIME—Permanent ICC authority has been granted for the intercoastal service of Pan-Atlantic Steamship Corp. The Mobile, Ala., firm was told it may move general freight and passengers between certain East Coast and West Coast ports. Passengers between a number of Pacific and Gulf ports also was authorized. Pan-Atlantic has been operating in intercoastal trade under a temporary ICC permit since May, 1955.

AIRLINES TO HIRE MORE—Expanding commercial airlines are to step up skilled employee hiring appreciably by the end of 1960. The carriers will need 2,250 more pilots and copilots than they have now, the U. S. Labor Dept. forecast. They will require, also, another 1,150 flight engineers. But the biggest gain is to be among aircraft mechanics. As planes become more complex, an additional 14,600 mechanics must be hired to maintain them.

UPHOLDS RAIL MERGER—Merger of two railroads in the South, permitted by the ICC, has passed its U. S. Supreme Court test. The ICC endorsed the merger of the Nashville, Chattanooga, & St. Louis with the Louisville & Nashville R. R. Co. A federal district court then upheld the ICC order, and the Supreme Court refuses to alter the lower court decision. Nashville, Tenn., and Tennessee state officials had asked abolition of the order.

STORAGE ITEMS FOR EMERGENCY—Survival experts have listed about 100 items which the government may store for civilian use in wartime. Emphasis is on complete products, rather than on raw materials such as those in the national stockpile of critical items. In part, the new list includes some foods, health equipment, water supply materials, emergency housing, and light, power, and fuel supplies. It's to be amended as changed conditions warrant.

TWO RENAMED TO ICC—Anthony F. Arpaia and Rupert L. Murphy have been approved for reappointment as ICC commissioners. President Eisenhower is sending up the renominations for confirmation by the Senate. Terms of the commissioners expired on Dec. 31. Mr. Arpaia has been in office since July, 1952. Mr. Murphy became a commissioner in December, 1955. Both men are Democrats.

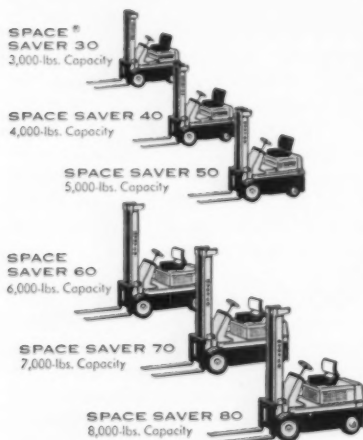
STUDY TOLL TRAFFIC—Barge lines and similar transporters may be ordered to pay outright for plying the inland waterways. Possible fees for waterways use are being considered, says Louis Rothschild, Commerce Department under secretary for transportation. This detailed study is to provide a basis for possible action on one Hoover Commission recommendation. The Commission proposed a user charge high enough to cover maintenance and operation.

DATA SYSTEM UPDATED—An electronic data processor is to help one ICC bureau modernize its statistical operations. Bureau of Transport Economics and Statistics will put the device to work early this year. It will store and supply on call up to five million facts and figures. Carriers can mail their data to the bureau on punch cards, rather than on printed forms. The ICC expects the device to make for carrier and government economies.



INTRODUCING

ERNEST G. SWIGERT, President, Hyster Company



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by Henry Dreyfuss.

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This new series of cushion tire lift trucks is the crowning achievement of the finest engineering, industrial design and testing available today. The joint planning of Hyster engineers and Henry Dreyfuss, industrial designer, results in a series of 6,000, 7,000 and 8,000 lb. capacity trucks unequalled for productive maneuverability, operating economy and handling efficiency.

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World's foremost manufacturer of Industrial Trucks
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For Tomorrow's Bosses

This morning we dictated a letter of recommendation in behalf of a young man seeking a new job. We told the prospective employer that he could develop into a valuable employee.

We didn't feel that way about the applicant's previous job. The fact that this young man wants to quit that job proves our previous fears.

During the past year, we had several Dutch Uncle talks with some fine lads who were thinking of changing their jobs. Oddly, all had similar reasons: Each was sure he could handle the boss' job as well or better, each believed he was being held down, each charged his boss with stealing ideas and getting top management credit for them, and each claimed he worked like a slave while the boss played the big shot.

You oldsters may smile at these complaints. You, as we, doubtlessly, will recognize some of those claims as yours when you were young.

But to our young people these are not matters for smiling. They're dead serious in their complaints. They believe that their futures are at stake. Even their wives and children believe their bosses are tyrants.

We can think of no better way to start the new year than to assure all worthy staff members that there is no conspiracy against them.

In the first place, fellows, top management expects department heads to surround themselves with the best brains available. So your very presence in the department is a credit to you.

A big factor affecting your future is experience. You cannot conjure it. You cannot buy

it. You must work full days, full weeks, full years to acquire it. There is no substitute.

A quality needed for responsible jobs is maturity. That also takes time. Sound judgment is another. The best way to develop them is to acquire your own case histories of problems and their solutions. They are needed to avoid trouble, as well as help solve it.

Ability to get along with people is very important, especially when you must get things done under pressure and differences of opinion. Very important, also, is the ability to think fast and keep cool when things go wrong.

Let's not forget patience. If you gripe about salary increases or promotions, it may indicate that you are short on that virtue.

If you believe that you're really running the department, it proves your boss is able to delegate authority. Are you jealous of your authority? Do you throw your weight around?

Probably the most important contribution you can make toward your progress is IDEAS. If you are of executive caliber, your personal touch should be evident throughout the department.

Remember everybody gets a few ideas in his lifetime. Men of executive caliber keep feeding and selling fresh ideas to a point where the boss comes to them for major decisions.

And don't ever complain that your boss won't accept your ideas, and that he holds you down. That indicates a serious weakness—the inability to sell yourself or to sell a good idea. If you have that weakness, you won't go far without the help of a competent psychologist.

Best wishes staffers. Just do your best.

A. W. Greene
EDITOR

Yakkety Yak

The ATM was wild when he heard that the TM won \$1,000 for an idea the assistant believed was his. He went to the GTM and asked, "Do you know that he stole that idea?"

"Do I? I just fired him for stealing it. It was mine."

ORDERS—Pres.: "Why do you

think that you can fill the GTM vacancy?"

TM: "Well, I've got 20 years' experience. Besides, my wife and five daughters insist I can."

HIRED—Cutie: "If I take this stenographic job, will I get a chance at the first secretarial job that becomes available?"

Personnel Manager: "If you have the needed qualifications."

Cutie: "Boss, honey, I've got all

kinds of qualifications that I haven't begun to tell you about."

FISCAL—Tim: "Are you working on a financial problem?"

Tom: "Yeah. Either I hold my temper and save my job and pension, or my foreman will collect on his accident and disability insurance."

When profits turn to loss,
I'm glad I'm not the Boss.



Now...KLM offers

DAILY ALL CARGO FLIGHTS

FROM NEW YORK

TO EUROPE

AND BEYOND

SEE YOUR CARGO AGENT, FORWARDER
or any KLM office for information and
rates on your particular commodity.
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*Air Cargo Leader to Europe, the Near,
Middle and Far East, and South Africa*



**EXPERTS
WITH
EXPORTS**

LETTERS TO THE EDITOR

Bonded Warehousing

To The Editor:

We would appreciate it if you would advise us concerning the difference between a bonded warehouse and one that is not bonded. Just what does the word bonded mean? Is there any advantage to using a warehouse listed as bonded in the DA Directory over one that is not listed as bonded?

Traffic Department
Kerr Glass Mfg. Corp.
San Springs, Okla.

In his new book, "Using Public Warehouses," Dr. John H. Frederick, DA distribution consultant, has this to say about bonded warehouses:

"Bonded warehouses may be operated by any of several types of storage organizations which have taken out bonds through a bonding company to secure payment to the United States Treasury of certain import duties or taxes due on the commodities stored and handled by them. These bonds are written for the protection of the government's revenue. Warehouses of this type should not be confused with numerous public warehouses which file bonds with various state authorities in order to conform with state licensing laws for the protection of storers, or which have filed bonds in accordance with the United States Warehouse Act. There are two kinds of bonded warehouses: Customs Bonded, for import goods, and Internal Revenue Bonded, for such items as liquor, tobacco, and others domestically produced."

In addition, back in February, 1956, DA published an article entitled, "Basic Considerations of Bonded Warehousing." The article was written by Don Horton, executive vice president of the AWA Merchandise Div. A few copies of the article are available to interested readers.—The Editor.

Decision Reversed

To The Editor:

I recently had an opportunity to read your November issue, and was somewhat confused upon reading the Within the Law section.

In checking the case Schepp v Mid City and PIE, the decisions in both the lower court and the Court of Appeals were the opposite of those reported in the article in your magazine.

The ultimate decision was that the employer, Mid City, and not the leasee, PIE, was held liable on the payment of Workmen's Compensation to the driver.

J. W. Husbands
Britton Motor Service
St. Paul, Minn.

Yes, there was a slight "slip up" in the final analysis of this case of

DISTRIBUTION AGE

Schepp v Mid City. Actually, however, I do not believe readers were confused as to the law on this subject. The matter of control still is the same, but the testimony on this point apparently confused the Commission, and both courts.

In this case the Commission awarded compensation to the employee from both Mid City and PIE. Then the Circuit court reversed the Commission's decision holding that the testimony of control indicated that the PIE was solely liable for payment of compensation to the employee. Hence, the Circuit court relieved the Mid City from any responsibility and liability.

But the higher court reviewed all testimony and decided that the truck driver employee remained in the employment of Mid City whereby the latter was solely liable for payment of compensation to the employee. This was so because, notwithstanding previous decisions of the Circuit court and the Commission, the higher court took a different attitude holding that the testimony did not show that Mid City had surrendered its right to control the employee and direct him what to do.

Another late case of considerable interest is *American Transit Lines*, 246 Fed. Rep. (2d) 86. This court held that as the transit company is the holder of a public franchise it cannot by employing an independent contractor, who owns his own motor truck, delegate its duties and be relieved from liability for injuries. This decision was rendered by the Federal Court of Appeals this last July, and was published in the *Advance Sheets* of higher court decision only a few days ago.—Leo T. Parker, DA Legal Consultant.

Pine Trees & Arrowheads

To The Editor:

Thanks so much for using the Monon monogram in your *DISTRIBUTION AGE* of October 1957, under the heading "Know Your Marks." Your correction, however, while almost correct, did have one error in it. That is not a pine tree centered over the end, but an Indian arrowhead, and the "M" is supposed to be two Indian tepees together.

I can easily understand how such a mistake is made because it's quite difficult to draw an Indian arrowhead that does not look like a pine tree.

Warren W. Brown
President

Monon Railroad
Chicago, Ill.



Even an editor should be able to tell a pine tree from an arrowhead. See cut at left. — The Editor.

Letters for publication in *DISTRIBUTION AGE* must be signed and must give the writer's title and company affiliation. Names will be withheld upon request.

JANUARY 1958

NOW—Full Range Loading FROM LIGHT TO EXTRA HEAVY

The **STURDI-RAK**
TRADEMARK
FOR ADJUSTABLE STORAGE

ENGINEERED FOR SAFE LOADS
UP TO 8000 LBS. PER BED!

- QUICKLY ERECTED!
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- NO "SKILL" REQUIRED!
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Plus "BUILT-IN" Safety—Sturdi-Bilt's welded components let you set up your storage with tested, predetermined controlled load factors.

DELIVERED 97% ASSEMBLED...

ALL YOU DO IS INSERT THE "FLOATING WEDGES"

ONE PIECE WELDED END FRAMES — ONE PIECE WELDED SAFETY SUPPORT BARS

ONE BASIC STURDI-RAK SERVES EVERY STORAGE NEED FOR PALLETS, SKIDS, DIES, BULK, BARRELS, DRIVE-THRU, AND THE NEW STURDI-DECK

U. S. PATENTS NO. 2740680, 2815130.
OTHER PATENTS PENDING.

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(Advertisement)

TIPS ON TRUCKS

Compact, maneuverable ... and electric

Tight quarters or congested areas need pose no special material handling problems. Not when you stop to consider the highly efficient, powerful package in compact space afforded by one of the many variations of electric trucks on the market today. Name your particular problem—and there is literally an electric truck *engineered* for the job.

Versatile, maneuverable, easy to inch and turn, electric trucks provide the smooth, even power required for stacking the most fragile cartons ceiling-high. And from the standpoints of fast operation, cleanliness, quiet, and low maintenance... electric trucks tell quite a powerful story.

Little wonder today that efficient, economical material handling is synonymous with electric trucks.

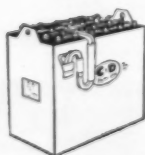
The battery's the thing

But even with an electric truck, you can't get more out than you put in. That's why it becomes so important today—considering all the power attachments—to pack as much possible power into the truck you can. Not just a battery... but a C & D extra-capacity *Slyver-Clad*® battery. Longer, heavier plates in the standard-sized tray assure you of plenty of power for the toughest jobs.

(Why not check on the C & D story of "more power for your electric trucks" through advanced design and industry-proved, exclusive Slyver-Clad construction. Just send for the literature offered in advertisement at right.)

A matchless combination

...the tops in trucks—
electric



...and the tops
in truck
batteries—C & D



Speed warehousing; up efficiency; hold maintenance costs 'way down

Trucks electric... powered by C & D

John Sexton and Company, Chicago manufacturers and wholesalers of fine food products, squeezed extra storage capacity out of its new 175,000 square-foot warehouse by narrowing aisle width to a minimum.

Compact electric fork-lift trucks—powered by C & D *Slyver-Clad*® batteries—maneuver deftly in the most congested areas. The battery-powered trucks speed operations, boost handling efficiency, and keep maintenance costs low. And thanks to C & D's extra battery capacity, there's power to spare, even when stacking large pallet loads of goods ceiling-high.

Another *matchless combination*: electric trucks... powered by high-capacity C & D *Slyver-Clad* batteries!

It pays to see why "C & D is a better battery buy"

See how C & D's advanced principles of design and extra battery capacity cut material handling costs... give your trucks a power boost.

Write for descriptive bulletins.



C & D
BATTERIES, INC.
of Conshohocken, Pa. ... Attica, Ind.

SINCE 1906

Sales and service offices in principal cities from coast to coast

By Harry F. Newmiller
Freight Traffic Consultant



JANUARY 1958 . . . Vol. 57, No. 1

TOTAL 1957 operating revenue of common and contract carriers of domestic freight probably will be near \$17 billion. Most of this total is money paid to carriers by shippers for the transportation of raw materials and finished goods.

As every good shipper knows, his transportation costs represent a sizeable percentage of his overall costs. What every good shipper apparently does not know is that his transportation costs are not always what they seem to be. Often he gets more (transportation) than he pays for. Just as often he pays for more than he gets. Undercharges and overcharges are not uncommon.

This is not a carrier indictment. The carrier industry is honest, and the people in it are sincere in their efforts to protect the shippers' interest. It is simply that the nature of the service provided and the method of billing for such service lend themselves to human error.

The blame for overpayment of freight charges generally rests with the shipper. Often he is lax in his attention to freight bills. It is not unusual to find shippers who accept and pay freight charges without any attempt at verification.

The situation is incongruous. The firm that will not purchase an item as small as a ream of paper without checking, verifying and extending the price often will accept and pay thousand-dollar transportation bills without even an informal verification. Overpayments often result.

Most transportation companies recognize the fact that the error potential is high in their business. Many of them check and recheck freight bills in an attempt to assure proper charges. If the users exercised the same care, there is little doubt that the percentage of under- and overpayments would shrink considerably.

The Cause

One or more of the following

factors usually is responsible for overpayment of transportation charges:

1. Selection of the wrong freight rate.
2. Errors in computing the weight of a shipment for a given rate, which result in false totals.
3. Incomplete description of the goods to be transported, resulting in improper classification.
4. Carelessness in the preparation of bills of lading. Illegible lading bills can result in a shipment being charged to a higher rated destination, or being charged at a higher article classification.
5. Adding tax payments to freight charges on goods that are tax exempt.
6. Duplicate payment of the same bill.
7. Payment of freight bills belonging to other shippers or receivers.
8. Payment of consignee charges, over and above freight charges, on COD shipments.

The Cure

The cure for most of these ills is fairly obvious. It boils down to better personnel and more super-

vision, and more attention to the system itself.

Competent and conscientious people in your traffic department will cut the margin of error to a minimum.

Hiring Help

Experienced help should be hired where available. Where experience is not available, people who have a knack for detail work and who are good with figures should be taken on. And these people should be well trained—trained in the principles of good freight bill auditing, and trained in the peculiarities of your own system.

Regardless of the experience of your department personnel, constant supervision is necessary. Again, because of the nature of freight bill accounting, the possibility of human error is high. Supervision reduces the error ratio.

Most freight bill accounting systems would benefit from a complete overhaul. Paperwork procedures have come a long way in recent years, particularly in the area of automated paperwork.

(Please Turn to Page 56)

Let's Re-examine Our Freight Bills

Freight bills aren't always what they seem to be; over- and underpayments are not uncommon —and usually it is the shipper who is at fault



3,000-hp diesel towboat pushing 24-barge tow with 20,400-ton payload along the Tennessee River near Knoxville

Moving the 'Big Load' by Tug and by Tow

TRANSPORTATION of goods by barge and towing vessel is in the middle of an industry revival.

Much of the credit for the renewed interest in our 29,000 miles of inland waterways is given to the modern traffic manager. Waterways people say the TM has rediscovered our network of rivers, canals, lakes, etc., as a dependable, low-cost means of moving bulk commodities.

The Mississippi stern-wheeler and the mule-drawn canal boat are gone. These venerable antiques have been replaced by vessels of more practical, if less romantic, design. Integrated tows—up to 1,000 ft long and powered by 1,000 to 5,000-hp tugs—now deliver as much as 25,000 tons of cargo in a single shipment.

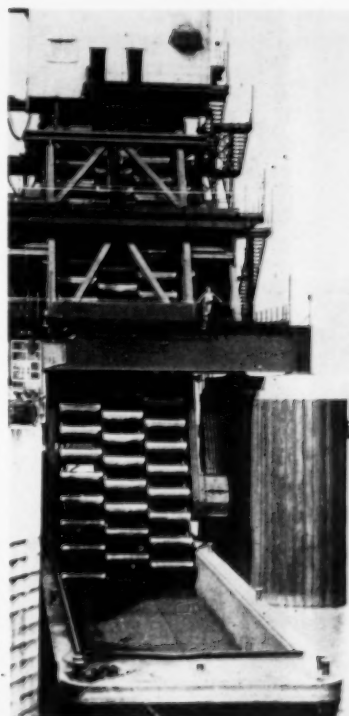
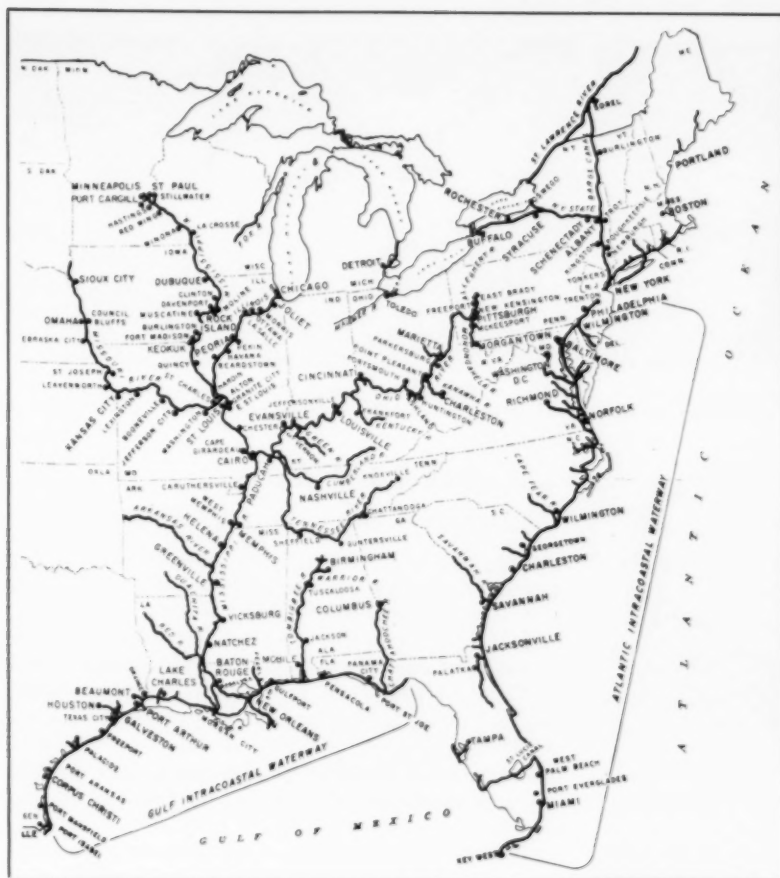
Reduced for some years to little more than a picturesque symbol of "Early Americana," the inland waterways system once again has become an important part of our total transportation picture. Just how important is illustrated by the latest industry figures.

In 1942, barges handled 2.8 per cent of the nation's total inter-city freight traffic. Five years later this figure had jumped to 3.5 per cent. In 1956, last full year for which statistics are available, the industry moved 8.1 per cent of all inter-city traffic.

The American Waterway Operators, Inc., reports that in 1956 the industry logged 110 billion ton-miles of freight traffic. This impressive figure represented 384 million net tons of cargo.

A break-down of 1956 ton-miles over the four major segments of our inland waterway system shows: Mississippi River System, 56 billion; Atlantic Coast Waterways, 32 billion; Gulf Coast Waterways, 15 billion; Pacific Coast Waterways, 5 billion.

Braxton B. Carr, AWO president, recently called the industrial traffic manager the key factor in the growth of the waterway industry. He credited the traffic man with "banishing the archaic idea that a single form of transportation can meet the demands



"Big scoop" on the Monongahela empties 900-ton barge in half-hour

Left: Waterways in eastern half of U. S. Total U. S. mileage is 29,000

Our inland waterways now account for 8.1% of all inter-city freight traffic — and the TM is given credit for the industry revival

of industry and commerce, and finding in waterways, operations designed to meet particular production and marketing conditions."

Industry spokesmen claim that the traffic manager's rediscovery of water transportation is not surprising. They remind us that, historically, the nation grew up along its waterways. They also point out that of our 25 cities with populations of more than 600,000, only two are not located on navigable waterways. Some two-thirds of all people in this country now live in counties not more than 50 miles from navigable water.

The Big Load

The types of commodities best suited to waterways carriage also have influenced the industry revival. The AWO says that, "inland waterway transportation is geared to fast, flexible, low-cost delivery of the 'big' (Please Turn Page)



Cherokee pushing integrated tow on Warrior-Tombigbee

Freeport Sulphur's traveling loader moves 400 ft along the dock, discharge chute extends 45-ft and has 54-ft elevation





Alabama State Docks terminal at Mobile often is called "America's Model Port," because of its functional design



Port of Louisville Terminal, in downtown Louisville, has adjacent facilities for railroad and highway transportation



Big \$1.4 million rail-river-truck terminal in the Memphis, Tenn., harbor area serves a new industrial development site



Aerial view of part of the Pittsburgh Works of Jones & Laughlin Steel Corp., Pittsburgh Point skyline upper left.

Bowaters Southern Paper Corp., located near Charleston, Tenn., combines rail, highway, and water shipping facilities



... and by Tow

(Continued from Preceding Page)

load' of basic raw materials, fuels, and semi-finished and bulky finished products."

A. C. Ingersoll, Jr., president of Federal Barge Lines, gave another view at a recent meeting of the National Defense Transportation Association. Speaking on the barge industry's role in national defense, he said:

"We are not likely to be handling guided missiles or other glamorous products of modern technology. Our role goes much deeper. It is more fundamental to the smooth functioning of our economy. Our business is transporting the mountainous bulk of raw materials out of which our industrial machine processes the goods we need."

The AWO and Mr. Ingersoll seem to agree that the waterways are best suited to movement of the so-called "big load." Tonnage figures substantiate this view. Petroleum still is the major product moved by water, followed by mining products, and construction materials.

The 384 million net tons hauled in 1956 break down as follows: Petroleum and its products, 129.3 million; mining products, 104.2 million; construction materials, 76.3 million; forest products, 25.4 million; agricultural products, 9.3 million; iron and steel, 8.5 million, and chemicals, 6.5 million.

Even more impressive are the percentage gains shown by inland waterways transportation for the various classes of goods moved. In the past nine years the following increases have been posted: Petroleum, 52 per cent; coal and coke, 43 per cent; sand, gravel, and crushed stone, 61 per cent; iron and steel, 230 per cent; chemicals, 250 per cent; grain, 175 per cent.

Industrial Development

All of this increase in traffic has not been without its effect on waterside facilities. Just since the war, between \$12 billion and \$15 billion has been invested in waterside construction. In the six years since January, 1952, some 2410 waterside locations were built new or expanded to use water transportation.

The American Waterways Operators report that



Mead Johnson Terminal on Ohio River in Evansville, Ind., has rail-river terminal, 85-car siding, and 30-spot truck dock

1956 was a record year for improvement of the nation's river terminal situation. As little as seven years ago the barge lines and shippers were handicapped by the absence of ample docking facilities. This situation existed even on the main navigation channels. By the end of 1956 the United States had 152 inland waterways ports with more than one million tons of waterborne commerce. Another 260 ports handled 100,000 tons.

In the three-year period from 1954 to 1956 about 1,400 waterside sites were picked for new industries in the million-dollar category. With few exceptions, these plants built barge docks to handle waterways traffic.

Although complete figures are not in, there is every indication that this record pace continued through 1957. In the third quarter, new development or expansion of 129 waterside plants was reported. This number brought the year's nine-month total to 365.

Tugs and Tows

During the period of growth cited above, equipment and its operation have changed almost beyond recognition. Draft limitations on propeller size have been partially overcome by recessing the propeller in a tunnelled hull. The propeller itself received a 25-per cent efficiency boost by adaptation of the German Kort nozzle.

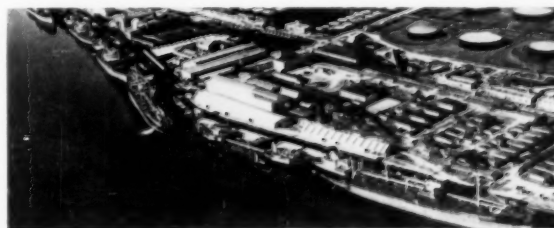
The diesel engine, with its smaller crew requirements, replaced the steam engine. Year by year lighter and lighter diesels turn out higher and higher horsepower ratings. Other standard equipment on modern vessels includes pilot-house control of the engines, telescoping pilot houses for low bridge maneuvering, long-range radio telephone, short-range mobile phones, radar, automatic pilots, etc.

Deckhands once hauled tons of hand ratchets, chains, and wire rope back and forth and consumed endless hours in hooking and unhooking barges in tow. Now rigging attached to the barges make pickup and delivery little more complicated than coupling and uncoupling rail cars. Electric winches have replaced hand equipment on the towboats, resulting in a 75 per cent time saving.

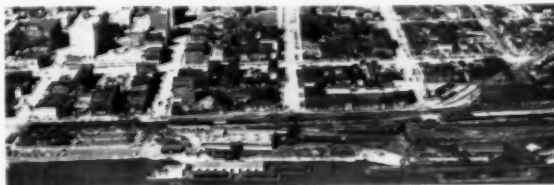
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New Orleans, as seen from the foot of Canal Street. This Louisiana port prides itself on its export-import balance



Seven tankers shown at the dock of the Port Arthur, Texas, refinery of Gulf Oil Corp., on Gulf Intercoastal Waterway



Port of Peoria in downtown Peoria, on Illinois River, is nine days downstream to New Orleans and 17 days return

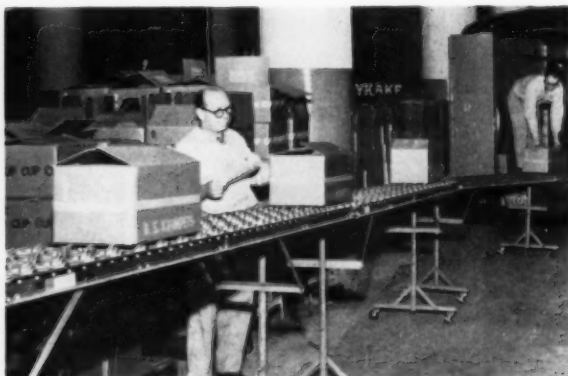
Aerial view of Galveston, Texas, harbor, with downtown Galveston in foreground, Todd Dry Docks background



Distribution Dividends via Production Speed-Up



Enclosed rail siding accommodates six cars. Incoming goods are loaded on steel skids and moved to receiving



Shipping room crew uses roller conveyors to load waiting trucks. Single truck is loaded in five to eight minutes

PHILADELPHIA'S Tasty Baking Co. has come up with a highly effective—if slightly left-handed—solution to a serious distribution problem.

Tasty has been able to give its products an extra day of freshness where it counts, at the consumer end. A speed-up at the production end has been responsible for this distribution gain.

The former 12-hour production to distribution cycle—baking, icing, wrapping, and shipping—has been reduced to 45 minutes. This 11-hour and 15-minute saving, accomplished through automated handling, permits the firm to make deliveries a day earlier than previously.

The handling system is built around a battery of spiral metal chutes and powered belt conveyors. This equipment is augmented by electric fork trucks, battery-powered hand trucks, and seven large freight elevators.

Before World War II, floor-to-floor transfer of small cakes and pies was handled manually. After the products were baked, workers pulled hand trucks across the production areas and moved them from floor to floor on the elevators.

After the war, when sugar restrictions were lifted and raw materials became available in full supply, the company experienced a rapid sales growth. Demand exceeded production. Tasty expanded its production facilities, which, in turn, put a strain on distribution facilities. It was at this point that company executives began their long study of a new handling system.

New Systems

Raw materials are received by truck and by rail. In the truck unloading area a large concrete apron permits simultaneous unloading of six tractor-trailer com-

binations. There is no truck dock as such. Goods are unloaded on the ground level apron by elevating end-gate and fork truck.

A rail siding on the other side of the building accommodates six cars at once. The siding is completely covered. Rail ties and tracks are imbedded in asphalt and concrete for easy cleaning. The rail siding is adjacent to the receiving department.

All incoming material is loaded on metal skids. Fork trucks move the loaded skids into the receiving department from both the rail and truck areas. In the receiving department three large, knife-edge scales record the weight of each load. Each skid has its own weight clearly painted on two sides. This permits scale operators to quickly compute the weight of raw materials on each load.

Because Tasty pays only for material actually received, each

Through automated and integrated handling, this Philadelphia baking company was able to reduce its production-to-distribution cycle from 12 hours to 45 minutes, permitting delivery a day earlier



Fork trucks are used to move incoming material from receiving to stockroom



Raw materials are weighed immediately on receipt on one of three large scales

incoming load must be weighed and counted carefully. If the shipment is over the amount ordered, Tasty pays for the difference. If it is under, Tasty deducts the difference when making remittance.

Following weighing and counting, the raw materials are moved by fork truck to temporary storage. Perishable products, such as butter, which is received in 60-lb cartons, are stored in one of several refrigerators in this area. Inventory records are maintained in receiving, and weekly reports are made to the purchasing department.

To Production

Since all baking is done on the upper floors, all raw material is moved to the production areas via the battery powered hand trucks and the seven elevators.

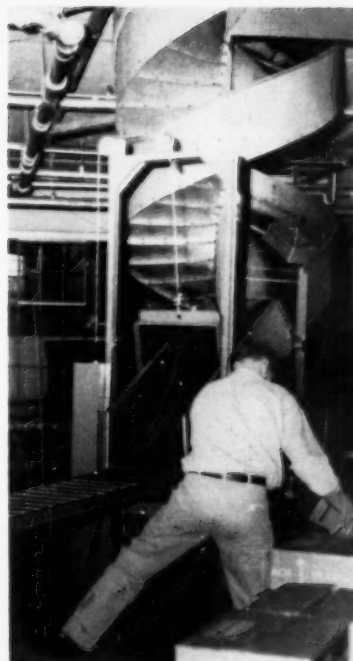
Sugar, flour, and other flowable ingredients are carefully screened. The sugar is ground to

a fine powder, and all ingredients are weighed before blending.

As the batter is blended to controlled specifications, it flows to automated ovens. The ovens are electrically heated and controlled. Within a few minutes after blending, thousands of freshly baked cakes emerge from the oven on an endless belt.

From this point cakes are iced, filled, or sliced for filling. Moving rapidly on belts through the icing department, the cakes are wrapped in moisture-proof paper.

Cake boxes containing six packages move along a belt to a spiral chute. The chute carries the cartons down to where they are packed into corrugated containers. Placed on a powered belt conveyor, the cartons move through an automatic sealer to a large spiral chute leading to the shipping department. Roller conveyors speed the cartons to the waiting hands of shippers.



Double spiral chutes with conveyor discharge deliver cakes to shipping room

Skidded materials in stockroom will be moved to elevators by hand truck



Nearby are stacks of skids placed along conveyors. Cake cartons are segregated on separate skids as they are received. From this point, they are moved to delivery trucks. The trucks are loaded according to the driver's requisition.

Prior to the modernization of production and shipping operations, workers had the job of returning hundreds of hand trucks to individual production areas. This created congestion on elevators and in shipping areas. The chutes and powered conveyors have eliminated this bottleneck.*

Carrier Duty and Shipper Recourse

Terms of the contract of carriage make it a duty of the carrier to handle all shipments with reasonable dispatch. Redress can be made through the courts for recovery of financial loss (shipper) because of delays in transit.

The carriers will be excused from liability only when he can prove that the delay was due to a cause which could not have been anticipated in the exercise of reasonable care.

Generally speaking, the party damaged is entitled to recover the difference between the market value of the goods at the time and place when delivery should have been made, and their market value when delivery actually was made. Any additional expenses directly occasioned by the delay, if not too remote or speculative, also are included.

Special damages are those not normally expected to result from unreasonable delay. This type of damage is recoverable only in cases where the carrier was given notice of the special circumstances requiring prompt transportation and delivery of goods; or when from other circumstances a carrier should have known the consequences which would follow from a delay in transportation. Verbal notice to an agent of the carrier in a position to act generally is sufficient.

DELAYS in transit are a major source of shipper and receiver annoyance. They upset production schedules; they result in lost sales, and often they destroy hard-earned goodwill.

Such delays can be caused by carrier negligence, or by events beyond his control. In either case, what are his obligations and defenses? Can the shipper or receiver force the carrier to make restitution for losses caused by delays?

Contract of Carriage

The bill of lading approved by the ICC is used as the contract of carriage between the shipper and most regulated carriers. Section 2 of the terms of this bill of lading says:

"No carrier is bound to transport property by any particular train or vessel or in time for any particular market or otherwise than by *reasonable dispatch*."

To hold the carrier liable under this section, it is necessary to prove unreasonable delay in transit, and actual loss or damage. As a valid defense, the carrier has a number of so-called "excuses" he can invoke.

The courts have not attempted to fix a "reasonable time" rule. Each case is decided on its own history. Account is taken of the mode of conveyance, the distance, the nature of the goods, the season of the year, and the weather. Proof that delivery was made in the customary time or according to published schedules is held to be *prima facie* evidence of reasonable time.

Even if the time extends beyond the usual time, it must be shown that this delay was unreasonable and that the carrier was in some way negligent. (*Rosen v. Railway Express Agency*, 50 Atl. 2d 517—Penn., 1947.) Perishables and livestock usually must be transported as expeditiously as possible. However, in the absence of a special contract, the carrier is not bound to use extraordinary means.

Cases in Conflict

The following two "reasonable dispatch" cases cite similar situations in which the courts reached opposite conclusions.

The first case involved a shipment of peaches moved by rail express. Arrangements were made between the shipper and the ex-

Carrier

Delays in transit

press agency in a telephone conversation. The shipper was assured that the peaches would leave Columbia, S. C., on an early morning train. He was further assured that they would arrive in Washington, D. C., about 2:30 pm the same day; and would reach Baltimore later the same evening. This provided ample time for early morning market the following day. Relying on this assurance, the shipper delivered the peaches to the carrier.

The shipment was delayed in Washington. It arrived in Baltimore at 7:30 am, the second day, and was offered to the consignee at 10:15 am. At time of delivery there were no buyers left at the Baltimore market. The market was closed the following three days, making the peaches practically worthless at the time of delivery.

The court said "... the express company is not bound to transport by any particular train or vessel, or in time for any particular market, but it is required to transport with reasonable dispatch.

"Although it did not specifically contract with the shipper to transport this shipment in time for a particular market, still the only reasonable conclusion at which I can arrive in this case is that this shipment would have reached Baltimore in time for the early morning market of July 3 if carrier had performed its duty to transport with reasonable dispatch. A delay of almost 16 hours in Washington, on the shipment of a perishable commodity such as peaches, can hardly be called 'reasonable dispatch.'" (*Railway Express Agency v. Smith*, 116 Fed. Supp.—1953.)

Judgment was for the shipper.

Liability in Delays in Transit

can cause loss in sales and goodwill—is the carrier liable, and to what extent?

In the second case the agreed statement of the parties disclosed that a shipper inquired of a carrier's local representative for information concerning the shipment of day-old chicks from Nashua, N. H., to Gainesville, Ga. He was visited by a special representative of the carrier. The carrier representative said that chicks shipped on a train leaving Nashua at three o'clock on a Thursday afternoon would arrive at their destination the following Saturday between five and six in the morning.

The shipment in question left Nashua three o'clock on a Thursday afternoon. It did not arrive in Gainesville until 7:40 pm the following Saturday.

The chicks were in good condition on delivery to the carrier, but upon arrival were dead or in a weakened condition because of the delay.

The court held, "We cannot say that a delay of 14 hours in transportation over the considerable distance here involved is unreasonable as a matter of law. If it could be found from the evidence that a reasonable time for carrying the shipment was approximately 39 hours, this has no tendency to prove that the carriers were to blame for the delay. From all that appears it is probable that the delay was not caused by the carrier's fault. (*Fallgren v. Railway Express Agency*, 100 Atl. 2d 835—N. H. 1953.)

Judgment was in favor of carrier.

Excuses for Delay

Only negligence will render the carrier liable for unusual delay

By Kenneth U. Flood

*Ass't. Professor of Transportation
Georgia State College of
Business Administration
Atlanta, Ga.*

and its consequences. This holds unless there is a valid contract for delivery within a specified time.

When a shipper presents proof that his shipment was materially delayed beyond the usual time, together with evidence of proximate loss, he makes out a prima facie case.

To escape liability, the carrier must explain delay by showing that it was not due to negligence on his part. He must prove that it was due to some other cause; such as an unavoidable accident or occurrences which could not have been anticipated in the exercise of reasonable care. This burden is placed upon the carrier. The facts are peculiarly within his knowledge, and ordinarily are unavailable to the shipper.

An act of God, act of public authority, delay occasioned by a snowstorm, by the freezing of a canal, or a tunnel being rendered impassable as a consequence of fire, and delay caused by a strike of employees (in a few jurisdictions) have been held to be valid excuses. (9 *American Jurisprudence, Carriers*, Sec. 510—1937.) On the other hand, delay attributed to defective equipment (*Leo Lococ's Sons v. L&N Ry. Co.* 82 S.W. 2d 332—Ky., 1935), unusual influx of business where the carrier knew of such condition when it accepted the shipment and did not inform the shipper (*American*

Jurisprudence, Carriers, Sec. 510—1937), or peaceable strike of the carrier's employees (*Corpus Juris Secundum, Carriers*, Sec. 202—1939) has been held not to exempt the carrier from liability.

Measure of Damages

General Damages—The term "general damages" is used to describe that type of damage that might naturally result while in shipment, or reasonably be anticipated by the carrier at the time of shipment. The circumstances that the carrier would assume to exist and the harm that he would expect to follow are said to be natural.

Damages recoverable for such harm are called "general." All other damages are "special." (*Restatement, Contracts*, Sec. 330.)

The general rule is that only these general damages may be recoverable; unless there is notice to the carrier of circumstances calling for prompt transportation. One reason for this rule is that the carrier should be held liable only for those damages which would, in the usual and ordinary course of things, result from his failure to perform. It is only these that he is required to foresee. (*Gardner v. Mid-Continent Grain Co.*, 168 Fed. 2d 819, 822—1948.)

Another reason for requiring notice is that the carrier should be given an opportunity to protect himself by special precaution against delay in transportation, or to decline the shipment if by reason of unusual conditions he cannot transport promptly. (13 *Corpus Juris Secundum, Carriers*, Sec. 229, page 451.)

(Please Turn to Page 60)

Transport, Key to US Power, Under NDTA Review

**Military and civilian speakers discuss the distribution system,
its potential for peacetime development, and its role in defense.**

Organization suggested to run transportation in case of attack

"TRANSPORTATION holds the key to the power of the United States to utilize its resources for economic development or to mobilize for war."

This statement by Admr. Arleigh A. Burke, chief of naval operations, reflects the tenor of the recent National Defense Transportation Association Convention and Forum. The meetings were held in Washington, D. C.

America's distribution system, its peacetime potential, and its role in defense were reviewed by military and civilian speakers.

Maj. Gen. Edmond H. Leavey, USA (ret.), president of the International Telephone and Telegraph Corp., was the keynote speaker.

Donald J. Russell, president of Southern Pacific Co., received the National Defense Transportation Award. Wilber M. Brucker, secretary of the Army, made the presentation.

In his acceptance speech, Russell said that our strength in war or peace depends upon the efficiency of each form of transportation. It also depends upon their coordination, he said.

Citing the advantages of each transportation system, he claimed that further increases in efficiency will result from "combining features of two or more carrier forms."

Gordon Gray, director, Office of Defense Mobilization, also cited the need for transportation coordina-

tion. He referred particularly to this need in case of an attack. Present planning, Gray said, calls for creation of an emergency organization to cover all intercity transportation. With adequate warning, this organization could come into being before an attack. Following an attack, local groups in isolated regions would have to maintain traffic until the area was restored to the nationwide system.

Railroad Speakers

A second railroad president taking part in the program was F. B. Whitman, of The Western Pacific Railroad Co.

Among the developments he sees just ahead for railroading are the atomic locomotive, demountable freight containers, automation of both maintenance and operation activities, and reduced clerical costs.

Alfred L. Hammell, president, Railway Express Agency, Inc., told of the contributions REA is making to world peace. One of these is REA's World Thruway Service, foreign shipment through carriers of the free nations. It features single carrier responsibility, a single shipping document, and a single through charge based on published rates.

ICC Chairman Owen Clark pinpointed some of the problems facing railroads and suggested how they might be met.

Clark said that railroad manage-

ments "hold the key to their future in the manner in which they handle their public relations. This applies to the freight end of the business as well as the passenger."

The freight car supply problem Clark blamed on "selfish intra-industry rivalry and practices." The solution will be based on equitable ownership and distribution, he said. "I believe sincerely that this solution will come from industry itself . . . rather than from the government."

Highway Speakers

Representatives of highway transportation discussed both the federal highway program and future shipping practices.

Maj. Gen. Louis W. Prentiss, U. S. Army (ret.), executive vice president of the American Road Builders Association, spoke on the Accelerated Federal-Aid Highway Construction Program.

Its benefits to the trucking industry, the speaker said, will be safer highways, lower operating costs, residential and industrial growth, and a reduction in practices cutting highway capacity.

L. A. Larimore, executive vice president and general manager, United Van Lines, Inc., spoke for the household goods movers.

"I think the next decade will bring about drastic and revolutionary developments in packing materials," he predicted.



Secretary of the Army Wilbur M. Brucker (right) presents the National Defense Transportation Award to Donald J. Russell, president, of the Southern Pacific Co.

"In recent years great strides have been made in improving the equipment which is so vital to our industry. A glance at the drawing boards of some of our industrial designers and engineers might reveal improvements which would jolt even the most active imaginations.

"Warehouse construction and methods of storage already are bowing to the era of improvement. The warehouse of the future will be long and rambling. . . . The entire storage area will be at ground level and the palletizing method will be universally accepted."

C. J. LaMothe, president, Merchandise Division, American Warehousemen's Association, Inc., also discussed the warehouse of the future.

"The automated push-button warehouse is a long way off for general use. . . . Most warehouses . . . need flexibility and depend upon flexibility to perform their economic functions. A warehouse generally must be impersonal—like a hotel room—adaptable to a different client every day, and within this requirement we have yet to find any tools . . . better than unencumbered warehouse space plus the fork truck and pallet."

Problems of Air

Carter L. Burgess, president, Trans World Airlines, Inc., presented the plight of the airlines.

He suggested that one branch of the government no longer should decide a crucial aviation problem without first taking into account the total effect on actions of other agencies interested in commercial aviation and free enterprise.

He mentioned specifically the failure of the CAB to grant a fare increase, the granting of new air routes in the U. S. to subsidized foreign carriers, and loans to foreign competitors for the purchase of planes.

Robert L. Turner, vice president, traffic, Air Transport Association of America, listed other forces which if they continue to grow, can "shackle the ability and capability of the air transport industry . . ."

He cited as an example of government competition in the air transport business the Military Air Transport Service.

Maj. Gen. Frederic E. Glantzberg, USAF, vice commander of the Military Air Transport Service, denied this charge. "MATS is not a government-operated airline competing with industry, but a military force which is an essential part of our National Defense combat team," he said.

Water Transportation

Several speakers delineated the problems facing the American merchant marine. Sen. John Marshall Butler (R., Md.) said:

"Today an immense challenge confronts the American merchant marine. It is caused in part by factors having nothing to do with the advent of the Nuclear Age. The impending block obsolescence of our war-built merchant fleet; the unmet need for construction in domestic yards of new, American-flag passenger and cargo vessels; the recent collapse of the tanker market; the dependence of our tramp fleet upon cargoes generated by our government—these are but a few of the non-nuclear problems which plague our merchant marine."

Chairman Clarence G. Morse, of the Federal Maritime Board and maritime administrator, narrowed the scope of these problems when he said:

"The greatest single economic problem ahead in sea transportation lies in the design and operation of general cargo ships. After all, the ship and the facilities which serve it are basically links in the chain of transportation which moves a cargo from its point of origin to its destination. The handling of this cargo provides the most fertile field of economic improvement, for it is the highest single operating cost. Therefore, high on the priority list is the need for research and development in cargo handling."

What ports have done which will serve future defense needs was outlined by A. Lyle King, past president of the American Association of Port Authorities. King, director of marine terminals for the Port of New York Authority, reported on U. S. port development since World War II. This work has cost \$629 million.

"New York Harbor," the speaker said, "is a good example of this effort, where both the quality and capacity of the port is improved by The Port of New York Authority's large program of construction, all on a self-supporting basis."

Two speeches dealt with inland water developments—the Seaway and inland waterways.

A. C. Ingersoll, Jr., president, Federal Barge Lines, Inc., spoke on the ability of inland waterways to meet defense needs.

(Please Turn to Page 57)

Eight Washers at a Time Via Mechanical Order Picking

Mechanized operation of this Retail Pool Stock Warehouse has brought three benefits to a large mail order house—increased output of order pickers, faster delivery to customers, and experience for building new warehouses in a nationwide system

WHEN you have to transfer 100,000 different commodities from 10,000 factories through 1000 distribution and selling facilities, you have some king-sized problems. These were the problems that Sears, Roebuck and Co. had to answer. And one of the answers was to use mechanical handling.

The results? The use of fork lifts for handling only three items—gas ranges, refrigerators, and washing machines—saved the

company \$209,000 in labor in one year. This figure is the difference between \$218,720, the manual handling costs from receiving dock to storage areas, and \$9,720, the total labor costs with fork trucks.

But this is only one aspect of how Sears achieves a high degree of efficiency in its warehouse and distribution operations. A good example of this over-all efficiency is shown in the company's Retail Pool Stock Warehouse in Chicago. This is a storage and distribution

point for ranges, washers, refrigerators, furniture, building materials, etc. Consisting of 450,000 sq ft, it was built 16 years ago.

Merchandise for storage is brought by truck to the eight-door receiving dock at the west end of the building, and by rail to the 19-door siding at the north side. Orders from Sears' retail stores in the Chicago area are moved to routing points on the shipping platform for delivery.

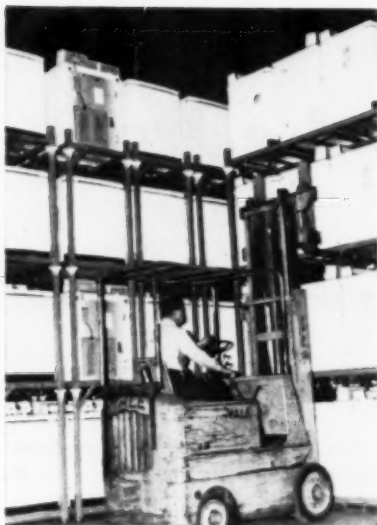
Sears makes good use, at the 35th St. building, of both its physical property and handling techniques. The foundation slab was constructed to support unlimited floor loads. This permits maximum use of cubage for high stacking. Main aisles are 14 ft wide and other aisles 12. These widths permit two fork trucks to pass. Storage bays are 24 x 24 ft with two ceiling heights—18 and 23 ft—permitting stacking heights up to 18 ft.

The traffic flow to storage areas starts with incoming merchandise being brought from the rail cars and trucks to the receiving docks by pallet trucks. Two pallet sizes—40 x 60 in. and 60 x 66 in.—are used. From the docks a fleet of fork lifts, with 4000-lb capacity each, whisk the loads to storage.

For delivery, items are brought

Wooden frames are used in the inspection and delivery department for assembling knocked-down bicycles. Assembly rate rose from 25 to 40 with these





With fork lift, the order picker can handle up to eight washers at once



Appliances are pushed onto a slat conveyor on the loading dock for movement to their assigned trucks. They are picked off by number for routing

by fork lifts from storage to inspection and deluxing areas. Here, the items are unpacked, inspected, and deluxed in readiness for the customer. The items then are moved to a 72-ft wide shipping platform with a 42-in. wide, in-floor slat conveyor. This installation runs almost the length of the building.

Picked by Number

The tagged items are slid onto the conveyor and carried along until they are picked off by number for routing. Delivery trucks are spotted at an enclosed dock, which they reached by entering the building at one end of the dock. After picking up their routed merchandise, they leave from the other end of the dock area. About 140 trucks are loaded daily.

Despite the high efficiency of this warehouse operation, the company is always on the alert for improvements. An example of this is the recent installation of a number of wooden frame jigs for assembling knocked-down bicycle components. This work is performed in the inspection and deluxing departments. By using these holders, the output of bicycle assemblies has been increased from 25 to 40 per day.



About 140 trucks per day are loaded at an enclosed delivery truck dock



Ranges, still in packages, are high stacked in the storage department

Here are some benefits accruing from operation:

1. Increased output of order pickers. By consolidating orders, it is now the practice to pick in volume. An example: Where the picker formerly handled one washer at a time, he now handles up to eight.

2. Retail deliveries are speeded up. The flow of merchandise from storage to routing areas has been

speeded up by use of unit loads, fork lifts, and the slat conveyor. Deliveries are made within 24 hours, a fraction of the old time.

3. Possible economies seen in future warehouse construction. The operation demonstrates to Sears that by increasing the cube in a given building by high stacking, a structure of less square footage is needed, thus reducing construction costs. •

'Build New' vs. 'Make Do' *in*

Distribution Center moves from Chicago's Loop area after

WAREHOUSE or plant relocation should follow only a complete study of the company's distribution system, cost of such a move, and benefits to be gained from it.

Deciding on the move cannot be based on a single factor, even though one factor may stand out above all others. All other solutions must be weighed and found lacking before making the decision to build at present high costs.

It was such a study which resulted in the recent move to the Chicago suburbs by the Midwest Distribution Center of Abbott laboratories.

For 21 years the center was located on the 14th floor of a loft building just outside the Loop. Abbott shared the building with some 30 other tenants, all of whom gave local motor carriers a lot of business.

By Phil Hirsch

Everybody's incoming freight funneled through a five-bay dock. Outbound shipments passed across a 22-bay platform.

These inadequate dock facilities, combined with the congestion on adjacent streets, added up to a truck driver's nightmare.

Loads Delayed

Merchandise moved between the dock and Abbott's floor on an elevator shared with the other tenants. Loads often were delayed 10 minutes or more waiting for this conveyance.

Another problem which planners decided would have to be solved in a move was adequate space. At the Loop warehouse, space was at such a premium that fresh stock had to be ordered once a day.

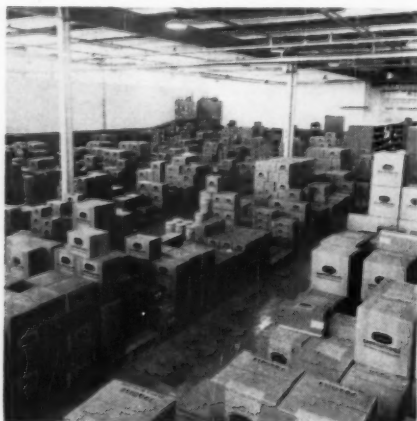
Warehouse officials had to make up their "shopping list" every afternoon and telephone it to the headquarters plant in North Chicago. Often, the order amounted to less than a full truckload; per-unit cost of delivery was increased. And even when stocks were replenished daily, there were still occasional orders which had to be delayed because the warehouse had run out and was awaiting a fresh supply.

Then there was the problem of restricted floor load (250 lb per sq ft) and the 10-ft stacking height in the loft building. The center's large inventory—about 1000 different items—didn't help either.

The territory of the center, still unchanged, consists of major parts of Illinois, Indiana, Michigan, and Wisconsin. This is the company's largest sales area.

Keeping all these problems in

About half of Abbott's total space is used for palletized goods. Shelves fill rest



Shipping department is equipped with a stenciling machine (not shown), postage meter, and 5000-lb scale to speed shipments



Warehouse Relocation

a full study of costs and operations

mind, Abbott management started to look for a suburban location which would fit into its distribution picture. Such a location was found at Franklin Park.

By picking up stakes and moving 15 miles, Abbott increased the efficiency and cut the costs of the entire distribution operation.

The elevator and traffic congestion problems were gone. Pickup trucks, which handle all of the distribution center's outbound shipments, have to travel farther to the new location, a theoretical disadvantage. However, there has been no deterioration in service.

Deliveries within the Chicago area, about 40 per cent of the outbound freight movements, are handled by a local cartage contractor on a flat monthly fee. The rate now is the same as it was before the move. Even when the distribution center was in the city, local orders reached the cus-

tomers, except for emergencies, the next day. This setup, still in force, allows plenty of time for the slightly longer run out to Franklin Park.

Freight rates for over-the-road
(Please Turn to Page 64)

Four-wheeled hand trucks are used to pick small orders from these shelves. There are seven shelves, each 18-in. deep, in the 6-ft high steel sections



Five-bay truck dock has eliminated a serious bottleneck present at the former Loop location



Mechanized handling permits three to unload trailer in two hours

Pallet loads, piled up to 16 ft, represent a 60 per cent stacking increase





Transfer of stock is handled by four interconnecting monorail bridges equipped with three-ton hoists, two in each bay. Scales are located at strategic points

New Depot Doubles Employee Output

Million-dollar warehouse-office allows brass company to double its inventory while adding only two men to its former work force of six

A DOUBLED warehouse inventory with only a small increase in personnel has been gained by a Cleveland metal working company through construction of a new warehouse.

The million-dollar warehouse-office has taken the distribution center of The American Brass Co. from a busy commercial district to Cleveland's less-congested west side.

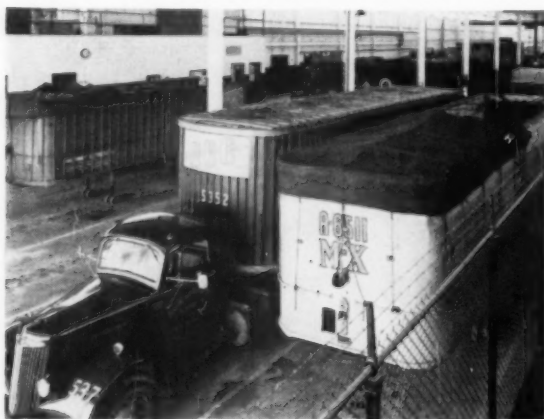
Doubles Area

Over-all area of the new plant is not quite twice the old 20,000 sq ft. However, stock on hand has been doubled, increasing from 1¼-million to 2½-million pounds. It consists of pipe, sheets, tubing, and rods in a range of 35 different alloys of copper, brass, and bronze.

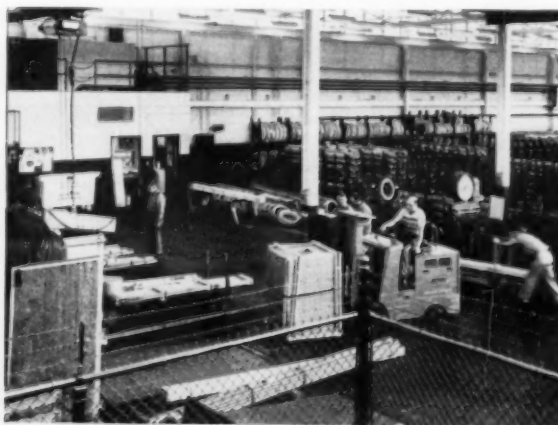
Two men have been added to the warehouse crew since the move, giving the operation a force of eight. The single-story warehouse takes up 35,000 sq ft of a three-acre site, allowing generous space for trucks to maneuver. Awkward backing of trucks through an employee parking area, part of the old operation, has been eliminated. Each incoming truck is directed to the bay servicing the storage area for the material it carries.

The four 60-ft bays are right in the warehouse, taking the truck completely out of the weather. Two of the six space heaters in the warehouse maintain a curtain of warm air at entrances while the doors are open.

Building the four trailer-truck bays in the warehouse has made unloading part of the continuous operation



Heavy-duty fork truck, using elevating dock board, unloads trucks on dock of warehouse designed by Austin Co.



The truck bays are augmented by a paved railroad spur entering the plant at the opposite end. When not in use for freight cars, it is available for trucks.

In addition to a fork lift truck, the handling equipment includes four three-ton overhead monorail bridge hoists, two for each of the unobstructed 50-ft bays of the building. These floor-operated hoists can carry material to any storage area on the floor and can be coupled to provide 100-ft horizontal transfers from bay to bay.

Lighting throughout the installation is fluorescent and, in the warehouse, is augmented by windows immediately below the roof on three sides.

The floor of the warehouse is creosoted wood block, selected as an ideal surface for operation of the fork-lift truck.

The single-story office unit adjoins the warehouse. A striking anodized aluminum, glass, and brick facade leads to 5600 sq ft of light, open office space. Movable steel partitions and folding doors will permit office expansion into present lunch and conference areas for future needs.

Expansion also is possible in the warehouse. Pipes and conduits end right at the west wall so that 30,000 sq ft can be added to that end of the building without changing the present layout. Another 15,000 sq ft can be added next to the trucking area.

With the warehouse serving a seven-state district from western New York to northern Indiana, the company may need more storage space soon. However, that problem already has been solved. •

Warehouse wall is brick, corrugated asbestos cement, and glass while the office at the front is built of extruded panels of anodized gold aluminum



Conical device on roof of trussless Wonder Building collects cotton seed blown through line from other building, sends it to the delinter inside

Seed Storage Building Saves \$8000 for Co-op

Delinting and storing in a building at the gins eliminates shipping charges for sending cotton seeds to a plant 45 miles away

THE INITIATION of a cotton seed delinting and seed storage operation conducted in a single building is saving about \$8000 a year for a cotton grower cooperative in McFarland, Calif.

The combination of both functions under one roof was made possible through the use of a 60 x 80-ft pre-engineered steel building.

The 92-member McFarland Co-op Ginning Co. has found the additional needed space as a result of the building's trussless construction. There are no interior space-taking supports; structural strength results from an arch-type construction.

Prior to delinting their own cotton seed, the co-op put up seed in 85-lb bags. The organization annually shipped about 600

tons of seed 45 miles for delinting and storage. Shipping charges were \$10 a ton and storage rates were \$3 a ton.

The savings of these costs, will amount to about \$8000 annually. •



Wooden barrier separates delinters (right) from stored cotton seeds

Vehicles in Warehousing and

WAREHOUSEMEN transporting property of others are considered truckers from the standpoint of "Automobile Liability Insurance." They are governed by the insurance rules applicable to truckers.

A. Classification and Rates

All commercial automobiles (trucks) are classified according to the nature of the business in which the vehicles are used. Classification 3 requires the highest rate. In most territories it is followed by Classification 7, which is roughly 87 per cent of 3. Classification 4 is 77 per cent of 3; 5 is 64 per cent, 8 is 55 per cent, and 6 is 47 per cent of Classification 3. These percentages are approximate, and vary with the territories.

Vans and trucks used exclusively within a radius of 50 miles from place of garaging are grouped into Class 3. They are subject to Class 3 rates for the highest rated territory within the area of this 50-mile radius. If, however, the trucker does not operate in the highest rated area, the rate for the territory in which

the vehicles are garaged is used, and the policy is so restricted.

Firms operating beyond the 50 mile limit are designated as long-haul truckers. They are subject to higher insurance charges. Firms operating between 50 and 100 miles are rated as Class 3—for the highest rated territory through which the trucks are regular and frequently operated—plus 10 per cent.

Reference must be made to "zone rates" to determine the charge applicable to vehicles used beyond the 100 mile radius. The average of the highest and the lowest rates within the zone of travel plus 10 per cent is charged for a radius of operation between 100 and 300 miles, and 20 per cent if this area is exceeded, subject to certain minimum premiums.

Zone rates per vehicle for base limit rates—\$5,000 per person and \$10,000 per accident bodily injury, and \$5,000 per accident property damage—range from \$250 bodily injury and \$125 property damage in less populated districts, to \$580 and \$290 in congested areas.

All trucks operating over 100 miles are designated as C B (the higher weight or capacity truck) regardless of actual weight or capacity. C B takes a higher rate.

The specified mile radius for local truckers is measured in every direction from the boundaries or limits of the city in which

A run-down of classifications, rates, premiums, exceptions, and limits of protection in insurance coverage of vehicles in warehousing and trucking

By Warren M. Brown, Insurance Consultant

vehicles are garaged. For long haul units the distance is measured over the route regularly traveled. The route extends from the point at which the load, or any portion thereof, is placed upon the vehicle, to the farthest point to which such load or portion is transported.

Full trailers are rated at 50 per cent of the usual charge applicable to heavy trucks. Ten per cent is charged for semi-trailers.

B. Exceptions

Moving vans and trucks transporting household goods, office furniture, store fixtures, and supplies are classified under Group 4. This permits a substantial saving when compared with the charge applicable to general truckers. If operations are limited to a 50-mile radius, and the policy so warrants, the rating classification is further reduced to Group 5.

Long distance moving vans or trucks operating beyond the 50-mile radius are insured at the long-haul trucker's rate less 25 per cent.

1. Agents of Moving Associations—Vehicles operated under state or federal permits by an agent of a moving association may be classified under Group 4.

2. Vehicles Hauling Exclusively for one Concern — A local trucker may lease vehicles for the exclusive use of one concern. If

Trucking Operations

'Automobile Liability'

A. Class and Rates

B. Exceptions

1. Assn. Agents
2. Exclusive Contracts
3. Weight and/or Capacity
4. Gross Receipts or Mileage

C. Premium Determination

1. Gross Receipts or Mileage
2. Rental of Equipment
3. Fleet Credits
4. Single Company Plan

D. Limits of Protection

1. Bodily Injury
2. Property Damage
3. Medical Payments
4. Comprehensive Liability

Trucking

rented under a long-term contract of at least one year, with the name, trade-mark or other distinctive insignia of lessee appearing conspicuously on the truck, the lower rates of lessee's business will apply—Classification 4, 5, 7, or 8.

This rule applies also to long-haul truckers who assign specific vehicles for the exclusive use of one concern for operation within the 50-mile radius.

3. Truck Weight and/or Capacity — Commercial vehicle rates also are dependent upon the weight or combined weight and capacity of the truck. The C A designation applies to the lower capacity or weight units, and C B to the heavier vehicles. In some states the dividing line is a net weight of 9,500 lb. In others it is chassis weight of 7,500 lb., etc.

4. Gross Receipts or Mileage — Firms operating moving vans may be rated on either the gross receipts or mileage basis, but local truckers are restricted to the gross receipts plan.

The insured must be in business at least 15 months immediately prior to effective date of the policy and, if a local trucker, operate 10 or more commercial vehicles. The long-haul trucker may qualify with five or more long-haul trucks or tractors.

Combination local and long-haul truckers are not eligible for the mileage plan unless more than 50 per cent of the premium is derived from long-haul operations.

While these qualifying rules appear in the Automobile Liability Manual, it is suggested that application be made to the insurance company by firms that do not meet all requirements fully.

One large stock insurance com-
(Please Turn to Page 62)



Above: Firefighters chop hole in car roof just large enough to insert a fog nozzle. The hole is directly over the burning cotton



Right: Although the car doors are kept closed until all evidence of the fire is gone, some bales may start smouldering when pulled out

Cotton Fire Mystery Cleared Up by Fog

Research into cause of boxcar fires produces
a new method of dealing with burning cotton.

Flare up from opening doors has been ended

THE long-standing mystery of what causes fires in cars loaded with baled cotton has been solved. The result is a new fire-fighting technique that drastically cuts losses.

The Southern Pacific Railroad and Stanford Research Institute developed the new technique after a great increase in the number of long distance cotton shipments multiplied fires. In one 18-month period, losses reached \$430,897.

Then came the study. Two causes were found. One was the friction of metal bale bindings rubbing; the other was cotton rubbing the sides of the car and igniting the wood.

The new fire-fighting method

consists of keeping the doors closed and cutting a hole in the roof above the blaze.

The fire usually can be located by the blistering paint, touching the car sides, or wetting the roof to find the area that dries first. Fog is sprayed into the car. The temperature falls in minutes. The door is not opened until no evidence of the fire remains. The possibility of salvaging some of the cotton has been greatly increased.

The old system was to isolate the car, assemble fire-fighting equipment, open the doors, and pull the burning bales out. The intensity of the blaze increased when the doors were opened and little cotton was salvaged. •



PRODUCTS

... FOR FURTHER INFORMATION

Handling System

A complete materials handling system, for those businesses that do not require a full lift truck installation and yet desire more than can be obtained through use of floor trucks, is provided by Barrett-Craven's Nifty-Lifter System. For industries already

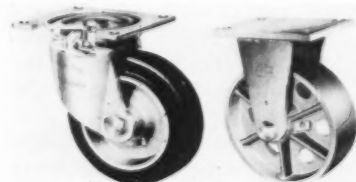


with handling systems, it can be used as auxiliary equipment. The unit is a simple mechanism. Each one can service from four to 25 skids. The semi-live skids used with it are steel bound and have hard wood topboards. They can be converted to standard type floor skids at any time.

Circle 25 on Card, Facing Page 51

Rigid and Swivel Casters

Companion rigid and swivel casters capable of withstanding loads up to 1,500 lb per caster have been announced by Faultless Caster Corp. The H900 swivel plate caster and the

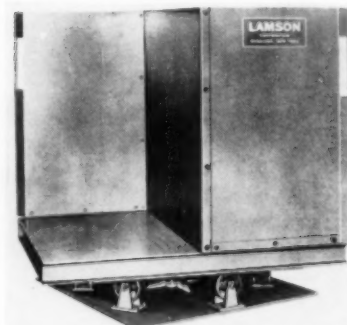


H9700, its rigid companion, feature heavy gage steel construction. Both are available with a wide variety of wheel types to suit floor conditions.

Circle 26 on Card, Facing Page 51

Pallet Turntable

Lamson Corp. announces its new Erecto pallet turntable. The new unit is designed for the plant with a production rate that is too low to justify the investment in an automatic or semi-automatic unit. The turntable simplifies and accelerates the hand palletization operation by uniformly

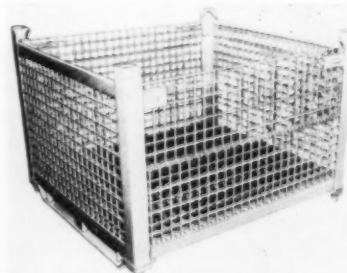


positioning the pallet. The unit also provides two surfaces for locating cases on the pallets. Pallet loads built in this manner reduce product damage and increase the rate of production. The turntable is designed to handle both two-way and four-way pallets up to 48 x 48 in. and loads up to 4,000 lb per pallet.

Circle 27 on Card, Facing Page 51

Cargo Container

A new heavy-duty Cargotainer, Model 125, has been developed by the Tri-State Engineering Co. It has

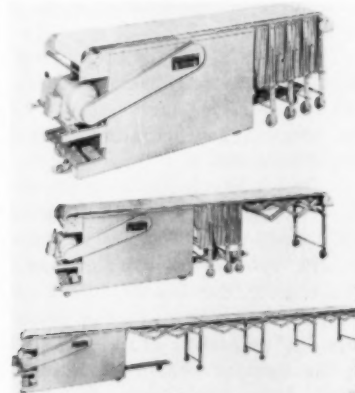


been designed as a rigid container for handling heavy castings, stampings, gears, shafts, etc. The size of the new container is 48 x 53 x 38 in. high. The length and width are outside dimensions. Capacity is 6,000 lb.

Circle 28 on Card, Facing Page 51

Extendable Conveyor

Standard Conveyor Co. has redesigned the Extendoveyor for lower cost and better operation and appearance. The main housing is streamlined and the extendable portion of the conveyor bed now is full

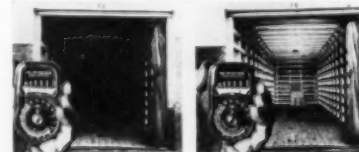


width. It extends well beyond the edge of the belt and over the link arm connection. This portable belt conveyor can be extended or retracted quickly at the will of the operator. It reaches into trailer trucks, box cars, warehouses, across platforms, and performs many jobs where it is desirable to change the point of discharge often.

Circle 29 on Card, Facing Page 51

Trailer Skylight Kit

Trailmobile Inc. reports introduction of Van-Brite, a new low-cost kit that contains two skylights which are leakproof, versatile and easy to install. According to Trailmobile, the new Van-Brite skylights flood the



interior of a van with daylight, providing insurance against damage and cutting loading and delivery time. The kit includes everything necessary for easy installation: Two skylights, template for drilling, waterproof adhesive, rivets, and instructions.

Circle 30 on Card, Facing Page 51

► and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 51

Corrosion Resistance

Clark Equipment Co. has announced that corrosion resistant models of all units in its Powrworker line of powered hand trucks now are available. The special models are designed for use in meat and poultry packing houses, cold storage warehouses, and similar areas where materials handled contain excessive quantities of acid, salt or other corrosive agents. Anti-corrosion char-



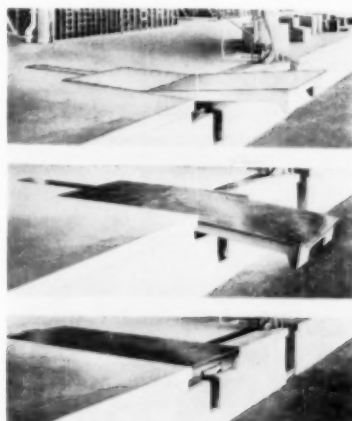
acteristics are obtained through modification of regular Powrworker units. The drive motor, lift limit and deadman switches are totally enclosed. An undercoating protects the bottom of the machine. A special wiring harness is treated to prevent deterioration of insulation. The lift piston is of stainless steel so that it will not pit or damage seals. Corrosion resistant construction can be specified on any model at a moderate additional cost.

Circle 31 on Card, Facing Page 51

Extendable Dock

Extendock, a power-operated ramp that permits easy transfer of fork trucks or other wheeled vehicles from loading dock to transport vehicle in complete safety, is announced by A. J. Bayer Co. Installation of Extendock is made in a shallow pit, which can be incorporated into a new dock or cut into an existing dock. Extension or retraction is controlled by a compressed-air cylinder. Vertical adjustments, raising or lowering

the outboard end, are accomplished by a heavy-duty, single-acting hy-

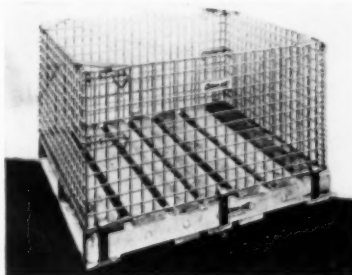


draulic cylinder which is activated by a self-contained, hand-operated hydraulic pump. Extendock can float up or down with changes in transport vehicle height as loading progresses or can independently support loads up to 10,000 lb.

Circle 32 on Card, Facing Page 51

Pallet Container

A new all-purpose container now combines Clinch-Tite wood pallet with folding steel wire mesh. Nail fastenings of the pallet are clinched and locked in place to provide extra strength. Heavy wire mesh is secure-

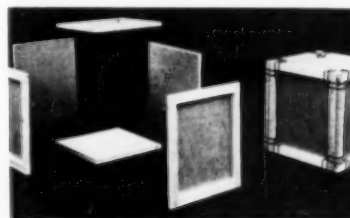


ly bolted to side of pallet with wide steel straps. The containers are designed in a variety of sizes for loads up to 6000 lb. They can be stacked when full, or folded for storing and shipping empty. Partial or full drop sides, locking tops, and dividers are available.

Circle 33 on Card, Facing Page 51

Packaging System

Engineering data on a new system of manufacturing shipping containers is available from NaVan Products,

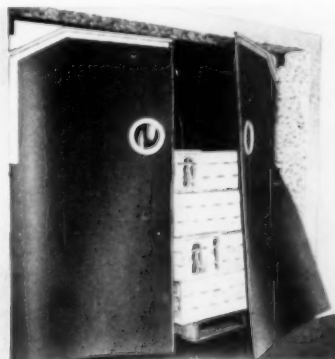


Inc. The new system uses fixed-size, interchangeable panels made from cleated plywood, paper overlaid veneer or fiberboard. A maximum number of box sizes are engineered from minimum panel inventory. By using Klimp fasteners, a spring-clamp, for box assembly, labor savings and re-use or value recovery of panels are gained. Each panel can be re-used in several combinations of box sizes and shapes. A box can be assembled in one-third less time with Klimp fasteners than with nails.

Circle 34 on Card, Facing Page 51

Cold Storage Door

Jamison Cold Storage Door Co. has marketed an all-neoprene batten door designed for use with powered trucks. The flexible door incorporates reinforced noses to add strength and pre-



vent buckling or wrap-around on impact. It also features free-swinging door suspension and two-way gravity cam hinges.

Circle 35 on Card, Facing Page 51
(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

LP-Gas Pallet Truck

Lift Trucks, Inc., offers a new pallet model equipped with an LP-natural gas unit. The model shown is a special truck having forks 66 in. long and an overall width of 36 in. Capacity is 4000 lb. Advantages include continuous operation without



recharging. A self-starter puts the unit in operation and the LP-gas unit automatically adjusts itself to the load. There are two speeds forward and reverse. These are about 3½ mph empty, and 2½ mph loaded. There are two braking systems: the dynamic brake is operated from a push button in the control handle and a mechanical parking brake is automatically applied when the steering handle is released.

Circle 36 on Card, Facing Page 51

Truck-Trailer Hitch

Premier Manufacturing Co. announces a new trailer hitch, the Premier 590. The 590 is a fully auto-

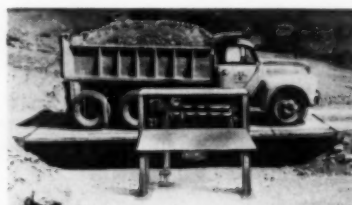


matic, swivel pintle type hitch to accommodate a 2-in. drawbar eye. The hitch has a breaking strength of more than 80,000 lb and weighs 27 lb.

Circle 37 on Card, Facing Page 51

Portable Vehicle Scale

The Howe Scale Co. now manufactures portable vehicle scales in capacities to 70 tons and lengths to 60

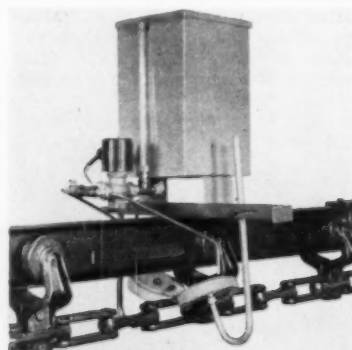


ft. Additional scale sections can be joined for greater length and capacity. The scales require no pit, which permits them to be re-located as the job requires. They incorporate Howe's parallel link load suspension assembly in their platform construction. A wide selection of weight indications is available.

Circle 38 on Card, Facing Page 51

Conveyor Chain Oiler

A new Olsen Mfg. Co. oiler for conveyor chain links and pins applies oil by direct contact. There is no mist, spray or drip. It can be used

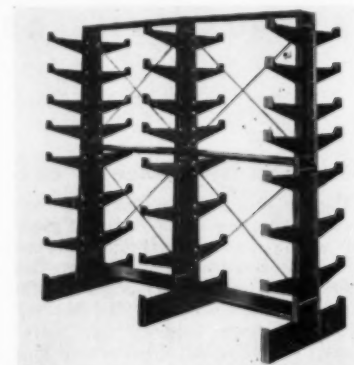


with all chain-type conveyors, but is especially advantageous where food is handled. Felt rollers apply an oil film to each side of top of chain simultaneously. They are independently hinged to maintain equal pressure. A solenoid valve automatically starts and stops oil flow as the conveyor starts and stops.

Circle 39 on Card, Facing Page 51

Racks for Bars and Pipes

Bars, pipe, rods, and posts can be stored with maximum efficiency on these racks made by Lyon Metal Products, Inc. Horizontal arms ad-

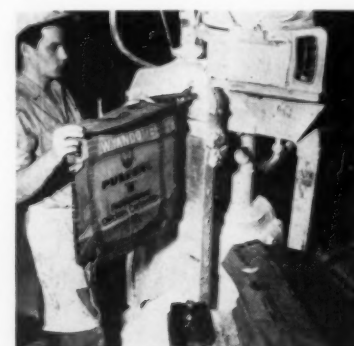


just on 1½ in. centers with spacing as close as 7½ in. to accommodate varying quantities and permit loading in narrow aisles. Location of uprights permits loading by hand or crane. Extra arms may be added to increase capacity. They are available in double face models for center floor use and single face for use against a wall. Sections are 36 in. wide, 79¼ in. high.

Circle 40 on Card, Facing Page 51

Multiwall Paper Bag

A new multiwall paper bag for the palletization, handling, and warehousing of dry products has been developed by the Multiwall Bag Div. of the Owens-Illinois Glass Co. Featured is a pasted valve reducing insert that permits standard pallet patterns regardless of the product density. The

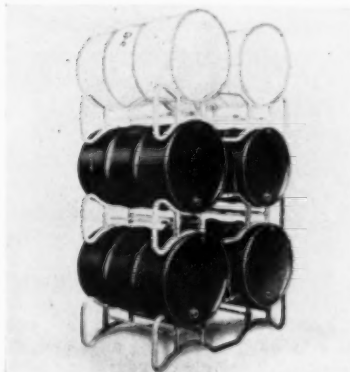


bag can also be high-stacked for more economical use of space in boxcars, trucks, and warehouses. The valve reducing insert keeps a standard length and width with a thickness that may range from 3½ in. up to 6½ in. The capacity of the bag is varied to suit the properties of the material in it, without altering the two dimensions that govern pallet patterns.

Circle 41 on Card, Facing Page 51

Steel Rack for Drums

Barrels and drums can be stacked with standard fork lift trucks through use of a steel rack made by the Pressed Steel Div. of Republic Steel. The rack supports two loaded barrels and makes easy the stacking of pairs of containers to any practical height.

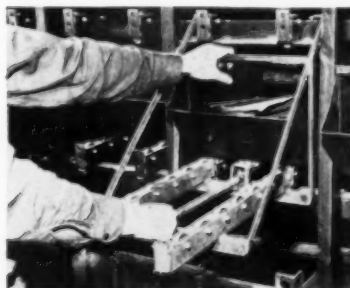


Great flexibility of handling and storage is provided because individual drums or pairs of drums can readily be removed without excessive handling of the other drums in the stack. Eliminating the need for special drum handling equipment, the new units are so made that a two-drum lift can be made from either front, back or side. The same availability applies to a single top drum.

Circle 42 on Card, Facing Page 51

Rack Unloading Unit

A newly designed extension unloader unit has been added by Rapids-Standard Co., Inc., to its storage racks. The new device makes it possible to use racks for point-of-use storage of goods that are too heavy for manual handling. Goods flow far

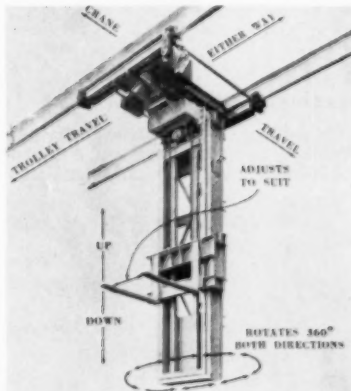


enough out of the rack to allow use of an overhead hoist. It has been particularly successful when used to remove heavy tote boxes. The extension consists of a short section of conveyor track matching the Flow Rack track. This can be easily attached at any hatch opening. A hand lever lifts the tote pan above the end stops of the rack so that the pan can then glide onto the extension where it is accessible to the hoist.

Circle 43 on Card, Facing Page 51

Heavy-Duty Stacking Crane

A heavier, more versatile stacking crane has been developed by the Cleveland Tramrail Div., The Cleveland Crane & Engineering Co. It can be traveled to front, rear or either side of a building, up, down and turned through a full circle clockwise or counterclockwise. The installation is designed for handling and storing materials such as boxes, crates, rolls, pipes, bars, packages of sheets and

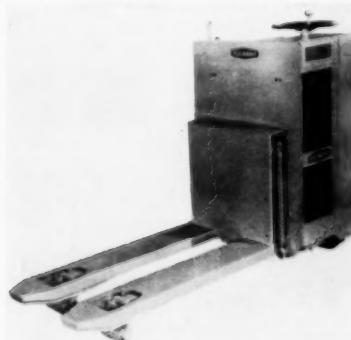


plates, drums of paints and chemicals, pallets, and tote boxes. Maximum efficiency can be obtained from warehouse space. Materials can be piled higher and aisle reduced in width. A stacking crane may increase the storage capacity of a building by 25 per cent.

Circle 44 on Card, Facing Page 51

Low-Lift Pallet Truck

A new model of their rider-type, low-lift pallet truck has just been announced by The Raymond Corp. Changes incorporated in the 4,000-lb capacity unit include redesigned reach rods beneath the elevating forks, specially tapered fork tip for easy pallet entry, and additional



grease fittings for easy maintenance of all lever assemblies. Features of the earlier model, which allow the truck to right angle stack 48-in. pallets from a 6-ft wide aisle, have been retained. The truck has three travel speeds in forward and reverse.

Circle 45 on Card, Facing Page 51

Highway Tractor

Diamond T Motor Car Co. has a new diesel highway tractor, called the 923. The company claims that the tractor was designed for the payload weight which most of the country's operators commonly handle—18 to 22 tons. While primary application

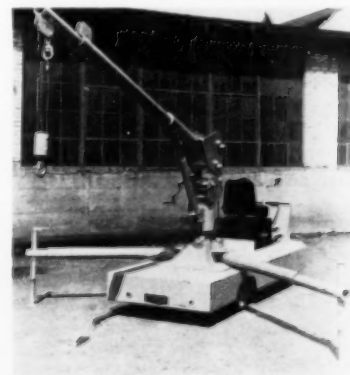


of the 923 will be as a highway tractor with a gcw rating of 60,000 lb, the company also expects it to be used for dump and mixer service. The standard model has a gcw of 29,000 lb. With optional oversize front axles and tandem rear axles, gcw can go up to 60,000 lb. The new 923 is powered by the Cummins HF-6-B engine, which develops 180 hp at 2100 rpm.

Circle 46 on Card, Facing Page 51

Mobile Industrial Crane

A mobile industrial crane, capable of handling die-sets, motors and other equipment is the latest product of P. A. Radoey & Sons, Inc. It is mounted on a Kalamazoo truck. The equipment includes the manually-operated crane and the outriggers, which are adjustable to fit requirements of the



load being lifted. The two-tube boom is 18 ft. long. Lifting capacity is 500 to 2000 lb. It is equipped with all-steel gears for extending the boom and load line. Full 360 deg rotation is achieved by use of a worm gear. Safety factors include a ratchet and pawl control to hold the load at any point. The boom is raised by a manually operated 2-in. hydraulic pump to an 85 deg angle. Weight of the crane is 800 lb.

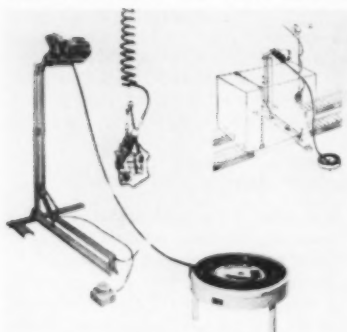
Circle 47 on Card, Facing Page 51
(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Power Strap Feeder

The Signode Model PSF-1 power strap feeder feeds steel strapping vertically around packages, skids, crates or bundles. It reduces operator fatigue and permits units to be strapped by only one man. Model PSF-1 feeds up to 240 ft of strapping

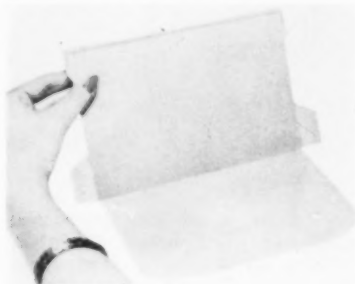


per minute. When used with power operated strapping tools, it applies up to 200 straps per hour. The strap feeder is flexible, and can be mounted on a conveyor.

Circle 48 on Card, Facing Page 51

Vertical Recordkeeping

Kard-Up, a new filing system that combines the advantages of vertical and visible recordkeeping, has been



developed by Remington Rand. Kard-Up folders make it possible to use the visible signal system of Kardex with a vertical card file. Available in 6 x 4 card size, punched-card size, and 8 x 5 card size, the folder has a transparent Transoloid plastic strip across the top, and die-cut flaps at the base that permit the title card, when inserted under the plastic strip, to be elevated almost half an inch.

Circle 49 on Card, Facing Page 51

Three New Tilt Cabs

Kenworth Motor Truck Co. tilt cabs now are being produced in three cab-over-engine designs. The COE-73 has a sleeper; the 86 in. COE features a larger sleeper; and the COE-54 has



no sleeper. All are built of aluminum. The underlying design principle is complete accessibility. The new cab goes forward to a 55 deg angle, which permits both engine and transmission to be lifted out. All components including the compressor and fuel pump are easily accessible. The cab is tilted by means of two hydraulic rams, one on each side. The rams are powered by a double-acting hydraulic pump which is operated by hand. Raised to balance point, the cab is held in place by a safety hook. When the tilting is completed, the hook catches automatically and the cab will not move.

Circle 51 on Card, Facing Page 51

Aluminum Ladders

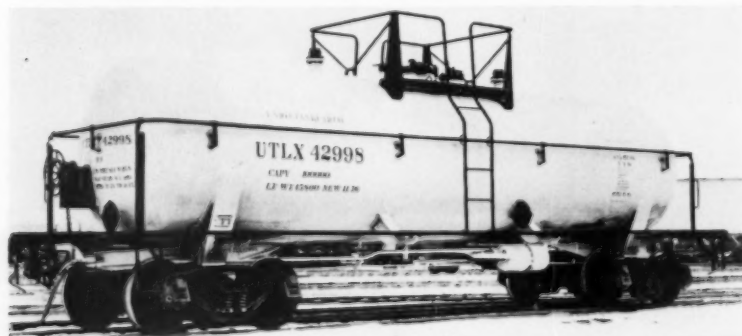
An advance in the construction of its line of light-weight, non-corrosive aluminum ladders is announced by the Ballymore Co. Ladders with steps made completely of extruded aluminum now are available to increase



the safety factor and prolong the ladder's life. The solid, ribbed aluminum steps are said to give the user added security and confidence.

Circle 52 on Card, Facing Page 51

Multi-Purpose Tank Car Developed for Four-in-One Use



A new multi-purpose tank car which incorporates two fundamental changes in tank car design—elimination of the dome and underframe—is announced by Union Tank Car Co. The new HD tank car serves where previously four separate tank classi-

fications were required. With only minor modifications, the new tank car can be used as a general service car, for carrying acid, as an insulated car, and as a low pressure tank car.

Circle 50 on Card, Facing Page 51

Diesel Truck-Tractors

Three new diesel truck-tractor models with short bumper to back of cab dimensions—90 in. to rear top of cab, 91½ in. to farthest point at back of cab—have been introduced for heavy-duty highway hauling by International Harvester Co. They are the four-wheel model AC-225-D, with 30,000 lb gw rating and gw rating of 68,000 or 76,000 lb depending upon

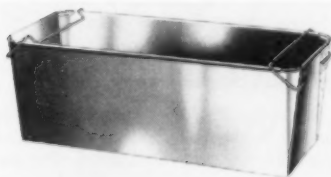


rear axle and transmission specifications; and the six-wheel ACF-195-D and ACF-205-D models, both with 40,000 lb gw rating and gw rating of 70,000 lb. Each of the new units offers a selection of diesel power plants in the 175 to 220-hp range. The short BBC dimensions permit operators to make more favorable truck applications under overall length and bridge formula restrictions.

Circle 53 on Card, Facing Page 51

Banana, Produce Boxes

Banana and produce boxes constructed from a single piece of metal now are available from the Material Handling Div. of Mid-West Metallic Products, Inc. Single-unit construction provides greater strength and assures longer life. There are no separate ends and bottom sections to pull or tear when the boxes are skidded, shoved or dropped. The boxes



are made from aluminum alloy with a tensile strength of 41,000 lb per square inch. They have octagonal corners for greater strength and rigidity. The corners are riveted. The new boxes are equipped with oil tempered spring steel handles, attached at both ends. The handles can be pulled over the top for stacking. When empty, the boxes nest. The standard produce box is 11½ in. deep by 16½ in. by 25 in. at the bottom. Other sizes are available. The banana box measures 11½ in. in depth. It is 12 by 31 in. at the bottom.

Circle 54 on Card, Facing Page 51

Dock & Warehouse Truck

Due to the popularity of the 2,000 and 3,000-lb Docker fork lift truck, the Automatic Transportation Co. has designed a new member of this line—the FFEH-40. The new truck has a capacity of 4,000 lb at a 24-in. load center. This new rear-end control, medium capacity truck is designed for narrow aisle operation.



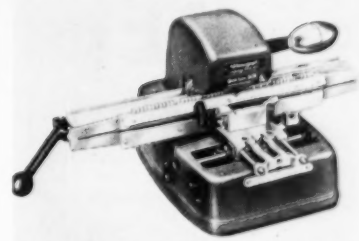
The truck incorporates a heavy duty Class "H" Silicone Motor which insures it to withstand high starting torque and overload capacity. The chassis has been designed in such a manner so that all hydraulic attachments are applicable to the unit.

Circle 55 on Card, Facing Page 51

Paperwork Automation

A step toward practical paperwork automation was taken recently with the release for sale of two new, portable, low-cost machines by the Addressograph-Multigraph Corp. One, the Graphotype Class 350, is a portable Addressograph plate embossing

machine created especially for small volume requirements. The other, the

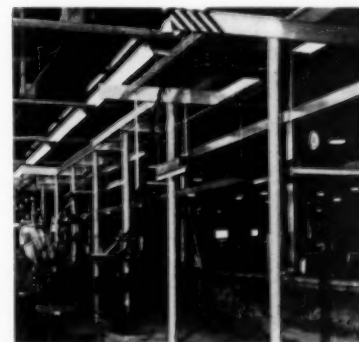


Addressograph Class 200 is designed for fast, error-free repetitive writing in clerical operations.

Circle 56 on Card, Facing Page 51

Trolley Conveyor

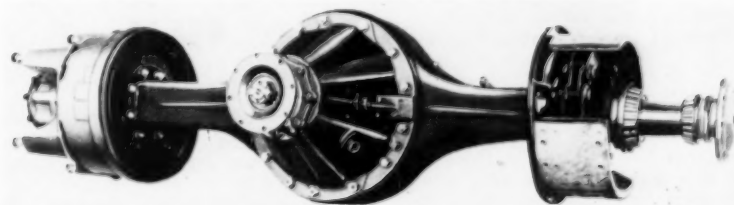
Mathews Conveyor Co.'s new 232 overhead trolley conveyor was developed for light-duty service. It features Junior T track which is light



and easy to install. Hanger rod and angle hanger supports are available.

Circle 57 on Card, Facing Page 51

High Torque Capacity, Single Reduction Rear Axles



Two new high torque capacity, single reduction rear axles engineered for higher output gas and diesel truck engines have been introduced by The White Motor Co. They boost reserve torque capacity at least 20 per cent for bigger payloads and increased power needs. The new 124C and 134C model axles are among the first of this type designed with reserve torque capacity to meet the maximum requirements of modern truck engines. The large single reduction

gear combination incorporated in these models provides a high torque capacity drive unit capable of pulling loads upward of 76,800 lb in mountainous terrain. One major advantage of these single reduction rear axles over double reduction types used for similar work is the availability of fast gear ratios, such as the 4.11 and 4.88. With these ratios, high road speeds can be obtained with direct drive transmissions.

Circle 58 on Card, Facing Page 51

**FREE**

LITERATURE

Household Goods Forms

Milbin Printing, Inc., is offering samples of forms that comply with the latest ICC regulations, Ex Parte MC-19. Forms available are: uniform estimate of charges with table of measurements; uniform estimate of charges—order for services with table of measurements; uniform weight ticket; and a general information pamphlet for shipper of household goods.

Circle 59 on Card, Facing Page 51

Roller Conveyor Bulletin

A four-page bulletin on two-inch diameter roller gravity conveyors has been issued by The Rapids-Standard Co., Inc. These conveyors are suited to most industries handling packaged goods.

Circle 60 on Card, Facing Page 51

Interfloor Conveyor

A new four-page bulletin on its automatic interfloor conveying system for unitized loads is offered by Gifford-Wood Co. Nine photographs show G-W equipment in operation in a variety of major plants. Text material treats loads, horizontal and vertical sections, transfer units, loading and unloading arrangements, indexing and interlocking, controls, etc.

Circle 61 on Card, Facing Page 51

Dock Plate on Wheels

An all-steel dock plate mounted on wheels is described by Woodford Mfg. Co. in a new leaflet. One man wheels the plate into place on wheels that fold out of the way when the board is in use. Pins keep it from slipping once it has been placed.

Circle 62 on Card, Facing Page 51

Catalog on Casters

The Colson Corp. describes 10,000 industrial and institutional casters and 500 different types of handling equipment in its new catalog. This publication replaces a number of older catalogs.

Circle 63 on Card, Facing Page 51

Warehouse Directory

The new edition of the "AWI Directory of Members" has been prepared by Associated Warehouses, Inc. Each of the 75 public warehouses represented is given a page. Facilities of each company are shown in illustrations as well as in tabular form.

Circle 64 on Card, Facing Page 51

Freezer Garments

Freezer Clothing Sales Co. has announced its catalog for 1958. The catalog, consisting of 14 pages, gives pictures, descriptions, and prices on protective insulated clothing. New types of foam insulation are featured.

Circle 65 on Card, Facing Page 51

Collapsible Container Lift

A four-page two-color brochure describing a device for handling collapsible containers has just been published by the Clark Equipment Co. The unit is designed to lift and carry rubber containers used for flowable products.

Circle 66 on Card, Facing Page 51

FILM

U.S. Highway Program

"The Road Ahead," a color motion picture released recently, explains the U. S. highway program to the general public.

Narrated by Walter Cronkite, the 23-min film illustrates step-by-step how the 41,000 mile, \$50-billion program will be planned, built, and used. Such terms as "relief routes," "limited access," and "improved farm-to-market roads" are fully defined.

The film has been released by Caterpillar Tractor Co. in cooperation with the U. S. Dept. of Commerce, Bureau of Public Roads. Copies of the film are available through the Advertising Div., Caterpillar Tractor Co., Peoria, Ill.

Solving Dock Problems

Magline, Inc., has just published a four-page bulletin on "Difficult Dock Problems and How to Solve Them." The folder shows how many companies have found cost-saving solutions to loading problems.

Circle 67 on Card, Facing Page 51

Torque Converter Drive

The story of Allis-Chalmers Mfg. Co. power shift torque converter drive for fork lift trucks is told in a booklet prepared by the company's Buda Div. Illustrations are used to help tell of the operating advantages of this new drive.

Circle 68 on Card, Facing Page 51

Narrow Aisle Stacking

A new bulletin on narrow aisle equipment has just been published by The Raymond Corp. Described are outrigger type and reach fork electric tiering trucks and 13 special models for specific problems.

Circle 69 on Card, Facing Page 51

Diesel Highway Tractor

The White Motor Co. has just published a folder on its new diesel highway tractors. The report covers operating records of many leading fleets now using these tractors.

Circle 70 on Card, Facing Page 51

Spray-on Stencil Ink

Reynolds Ink Co. has recently issued a folder on its ink sprayed on from an aerosol container. Typical applications are shown. A color card shows the nine available shades.

Circle 71 on Card, Facing Page 51

Drivers Public Relations

The driver's role in a moving company's public relations program was spotlighted in a recent issue of Allied Van Lines' comic book series, "Over the Road." The latest episode stresses the driver's responsibility in his contacts with the public—equipment appearance, manners on road and in the home, and his handling of shippers' goods.

Circle 72 on Card, Facing Page 51

Shipper Directory

A 16-page directory of barge shipping service has been prepared by the Union Barge Line. Maps show the 2500 miles of inland waterway on which this common carrier operates and the cities which Union serves. A river mileage chart, barge specifications, and cargo transfer facilities also are included.

Circle 73 on Card, Facing Page 51

Trucking Trends Book

"American Trucking Trends—1957," published by the American Trucking Associations, Inc., is just off the press. Numerous charts and graphs illustrate data reflecting the growth of trucking since 1904.

Circle 74 on Card, Facing Page 51

Directory of Warehouses

The American Chain of Warehouses, Inc., has just published a complete directory of its members. In addition to information on the warehouses, these booklets contain pictures of the properties.

Circle 75 on Card, Facing Page 51

Fork Lift Power Steering

Towmotor Corp. has prepared a brochure describing the benefits of hydraulic power steering on its large capacity lift trucks. The improved system permits quick and easy turning of both solid and pneumatic-tired models.

Circle 76 on Card, Facing Page 51

Mastless Fork Truck

A pair of brochures—one with specifications and drawings and the other a pictorial description—introduce Automatic Transportation Company's "Elbolift." This new mastless truck is being built in 12,000-20,000 lb lifting capacities.

Circle 77 on Card, Facing Page 51

Couplers for Thin Tube

An illustrated bulletin on a new coupler for thin wall steel and aluminum pipe and tubing is offered by the Victaulic Co. of America. The new unit provides positive, leak-tight connections.

Circle 78 on Card, Facing Page 51

Overseas Shipping Booklet

Security Storage Co. of Washington has prepared a handbook for the overseas shipper. Entitled "Packing for Overseas Shipments," it gives instruction in packing, packing materials, liftvans, vancases, marking, shipping, and insurance.

Circle 79 on Card, Facing Page 51

Metal Stitching Book

A booklet, "Metal Stitching, A New Idea in Fastening," is available from Acme Steel Co. Containing 16 pages, it gives information on stitching metal to metal or metal to non-metallic materials.

Circle 80 on Card, Facing Page 51

Materials Handling Studies

A "package" of seven case studies of materials handling problems solved in production, storage and shipping is available from Lewis - Shepard Products, Inc. Each study is illustrated with photographs taken in the plants.

Circle 81 on Card, Facing Page 51

New Nailing Clips

Tri-Wall Containers, Inc., describes in a new folder its nailing clips, designed to secure nails and bolts to triple-wall corrugated board. The clips prevent shearing. Thus, triple-wall fibreboard can be used with wood blocking, framing, and bracing in a wide range of packaging applications.

Circle 82 on Card, Facing Page 51

For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

Cost Record Book

The White Motor Co. has issued the 36th annual edition of its "Cost Record Book" for truck fleets. The latest edition has been revised according to modern fleet cost practices.

Circle 83 on Card, Facing Page 51

Materials Handling Catalog

Merrill Bros. is offering a new catalog of its materials handling devices. Printed in two colors, the catalog contains 16 pages of product illustrations, application drawings, tables, diagrams, engineering data, etc.

Circle 84 on Card, Facing Page 51

BOOKS

Motor Carrier Shipments

The results of an ambitious analysis of motor carrier shipments by the University of Washington were published recently.

Before compiling the report, a research staff directed by Stanley H. Brewer, professor of transportation, studied more than two million freight bills. These were from about 50 large and small motor common carriers of general freight.

The report, entitled "The Utilization of Motor Common Carriers of General Freight in Distribution Patterns," contains many tables, charts, and graphs to show activities of these companies. The role of the common carrier in the distribution of small shipments from major and secondary distribution centers is shown very clearly.

Large amounts of data have been reduced to conclusions. For example, the relationship between minimum charge and larger shipments, revenues received by mileage blocks and community size for handling different kinds of freight, average weights of the various commodities, and relationships and amounts of traffic moved at commodity rates and class rates.

The final chapters are devoted to

explanations of procedures followed, sample validity, and conclusions reached from the study.

Copies of the 200-page book are available from The Bureau of Business Research, Commerce Hall, University of Washington, Seattle, Wash., at \$2.50 per copy.

Handling Data Sheets

Copies of the "Cargo Handling Data Sheets," prepared by Work Saving International, management consultants, now are available to the public.

These sheets bring together in concise form important information on new equipment for reducing the loading time for ships. A standardized form is used for every device, each having a separate page.

On the page is a description, an illustration, the advantages, the disadvantages, objectives, cost aspects, applications to date, and comments and references for further information.

John R. Immer is the author of the 46-page booklet. Copies of the "Cargo Handling Data Sheets" at \$2 each are available from Work Saving International, 1735 19th St. N. W., Washington 9, D. C.

Truck-Drag Conveyor Weights Carts on the Go

Shippers should check the weight of their consignments against the figure on papers.

Sometimes they pay for weight they don't send

ARE you paying for more than you ship? Do your shipments measure up to the full weight appearing on the shipping papers?

The motor carrier industry has recently discovered that these weights do not always agree with

the shipments and many of the errors penalize the shipper.

Here is what the trucking industry has done to correct weight errors without greatly increasing personnel.

The Regular Common Carrier Conference of the American

Trucking Associations, Inc., has completed a test series using an electronic scale in a dragline equipped terminal.

Terminal Picked

The Paramus, N. J., terminal of Hemingway Brothers Trucking Co. was selected for the test. The scale was designed and built by Revere Corp. of America.

The overhead truck drag conveyor at Paramus operates at a speed of 100 fpm with a 10 ft spacing between carts. The carts have an axle spacing of 40 in. This allows a maximum weighing time of six seconds.

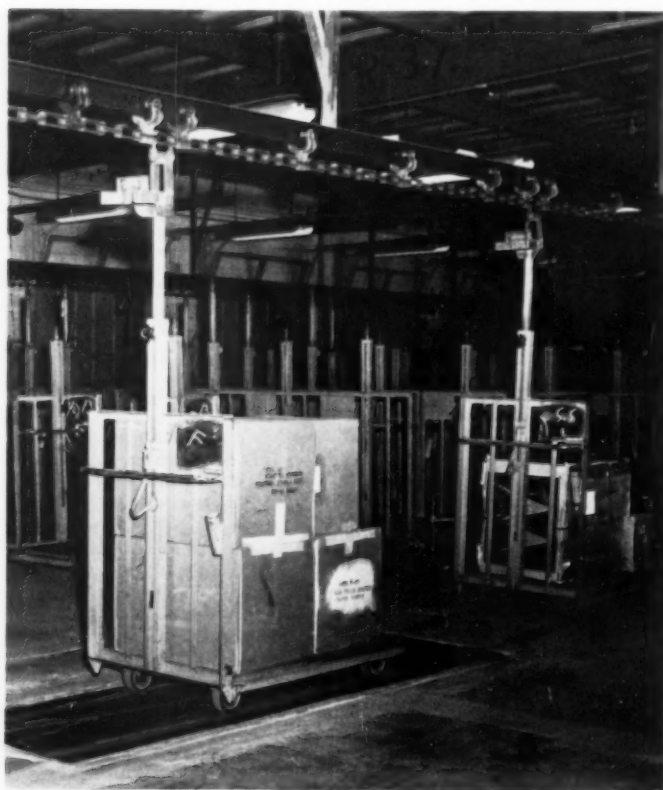
It was decided, therefore, to design a scale platform 10 ft long to take advantage of the maximum time available. In the six-second weighing cycle, the first two seconds are for moving the cart onto the scale. Four seconds are left for weighing. Then the cart moves off.

Instead of the usual pointer for showing weight, the scale uses a digital indicator. In addition, a photo-electric eye was placed over the scale platform. The beam is broken by the pole on the dragline at the proper instant for an accurate weight. The indicator retains the weight figure even after the cart has passed off the scale.

The new scale was operated over a test period and many errors discovered. Shipper responses when informed by the terminal manager that an error was made have been interesting. In most cases, the carrier official was thanked for calling the discrepancies to their attention.

In one case, a paint manufacturer recognized that his mixtures were off because the weights were below normal. Another learned that his packers were giving away material—weights were above normal.

A bonus which truck operators expect to get from the scale is improved customer good will. At the same time, they will have more accurate weights for trailer loading. •



An electric eye operates the scale when the cart has reached center

MOST manufacturers would have a hard time trying to chart handling costs for distribution of their products. This is so because cost systems usually are not planned to show separately the expenses of physical distribution. Costs of receiving, storing, and delivery are not segregated from production costs. However, a different situation exists when goods are stored and handled through public warehouses. In such cases the stock of goods in each warehouse is a separate account. The manufacturer knows exactly what it is costing him.

Storage and handling charges in public warehouses are based on a study of costs, value, hazards of the service, and other factors. These charges vary from city to city, and fluctuate according to the weight, size and nature of the article stored. All public warehouses have certain ceiling heights and floor-load capacities, so that a standard floor load and pile height have been established as the basis for computing charges for each establishment.

Therefore, storage and handling charges are based on either volume or weight, depending on the commodity and on the size and method of packing. In every case allowance must be made for odd-shaped packages and special requirements for handling or storage. These requirements include such things as the cost for delivery according to serial numbers on the packages, or for honeycombing the piles. In addition, each warehouse has a different amount of "occupiable space" available for use at any one time.

Cost Factors

Following are principal factors considered by public warehouses in arriving at storage and handling charges:

1. Value of the commodity and of the services required.
2. Whether or not the commodity is particularly fragile.
3. Liability to claims on the part of the warehouseman for damage to the commodity while in his custody.
4. Volume of business offered by the commodity. Those com-

Using Public Warehouses—II

Costing Practices in Physical Distribution

Most manufacturers have a difficult time segregating storage and handling costs from other costs—public warehouses facilitate this physical distribution costing

By John H. Frederick, *DA Distribution Consultant*

modities flowing through a warehouse in large and regular volume naturally can be charged for at a lower rate than those which come in small quantities at irregular periods.

5. The possibility of damaging other goods, due to odor, leakage, attraction to vermin, mussiness, etc.

6. Difficulty in handling goods due to hazardous nature, dust, odor, mussiness, etc.

7. Whether or not the goods need to be protected from freezing or kept in cold storage.

8. Whether or not it is necessary to isolate the goods completely because of their hazardous nature.

9. Whether or not the goods need to be stored in such a way as to make access to them easy for examination or treatment.

10. Piling requirements—such as loss of space through type of package or type of commodity, size of package, necessity for special piling, legibility of marks on packages, assortment of packages, etc.

Few manufacturers could, or

would, provide themselves with the facilities which a modern public warehouse offers. In addition, public warehouse services are flexible. This makes it possible for them to build a service to order so that it meets the particular requirements of an individual manufacturer or producer.

Public warehouse facilities are available whenever and to the extent that the manufacturer wants to use them. No binding contract is required as to the volume of merchandise or amount of space which will be used during a given time. The manufacturer, therefore, has no definite fixed overhead for storage space. Costs always are in direct proportion to the amount of business done through each warehouse.

Rates in Advance

Public warehouse rates are figured in advance. This enables a manufacturer to predetermine the cost of handling a given amount of business during a stated period. Many warehouses have clients who, at certain periods of the year, carry several thousand cases of merchandise with them. During other periods these same storers may carry only a few hundred cases. The storers may, if

(Please Turn to Page 96)

EDITOR'S NOTE: This is the second in a series of articles by Dr. Frederick on "Using Public Warehouses." The articles are excerpted from Dr. Frederick's new book of the same title. Copies of the book are available at \$5 each. Write: The Editor, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

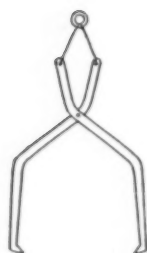
DA Materials Handling Primer—XXIV

Handling Equipment Accessories

By D. O. HAYNES

DA Handling Consultant

BELOW-THE-HOOK ATTACHMENTS



Tongs

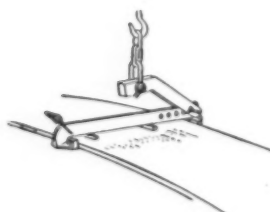


Lifting clamps

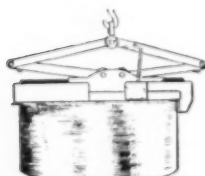


There are a number of devices which support or otherwise handle loads suspended from hooks of hoists, monorails, cranes, and other overhead handling equipment. Some of these units are shown here and on the next page.

Although there is no attempt here to show attachments used with fork trucks, these and similar units often are used in industrial truck applications. As an example, a fork truck equipped with a crane attachment can be used in combination with any of the slings, grabs, etc., shown here.



Single-sheet grab



Coil grab

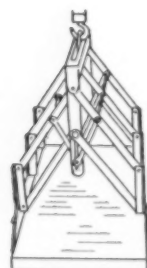
Specialized Units

Attachments shown in the three illustrations are representative of the field. Many industries have literally dozens of devices designed for specific handling work. For example, in the metal field there are special tongs for handling ferrous products. These include stripper tongs for big, end-up ingots; hot-top ingot tongs; standard tongs for die block handling; shaft tongs for cylindrical material; double-jaw pipe tongs, etc. There also are grabs for sheets, plates, etc.

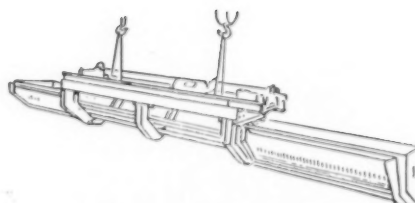
Strictly speaking, the carriers used with monorails are not in the group generally classified as "below the hook" attachments. Most of them are suspended at one or more points from the carriages of monorail or overhead traveling cranes.

The front-end attachments used with power cranes and shovels are not all included here. They were covered in an earlier installment. Shovels, clamshell buckets, draglines, and pile drivers are peculiar to those trucks. Slings, skull crackers, and some of the other attachments shown here are used with these cranes.

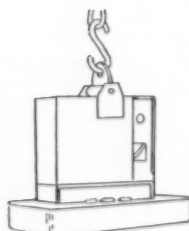
The devices shown here add to the versatility of cranes and other handling equipment. When carefully selected for a given job, they add materially to the efficiency of handling operations.



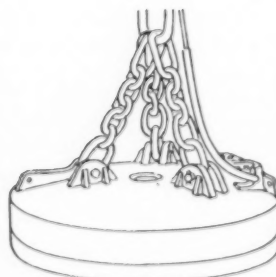
Multiple-sheet grab



Grab for bar stock, tubes, etc.



Battery-powered magnet



Conventional magnet

FIG. 1: DEVICES FOR PICKING UP ARTICLES

STANDARD AND SPECIALIZED ATTACHMENTS AND ACCESSORIES

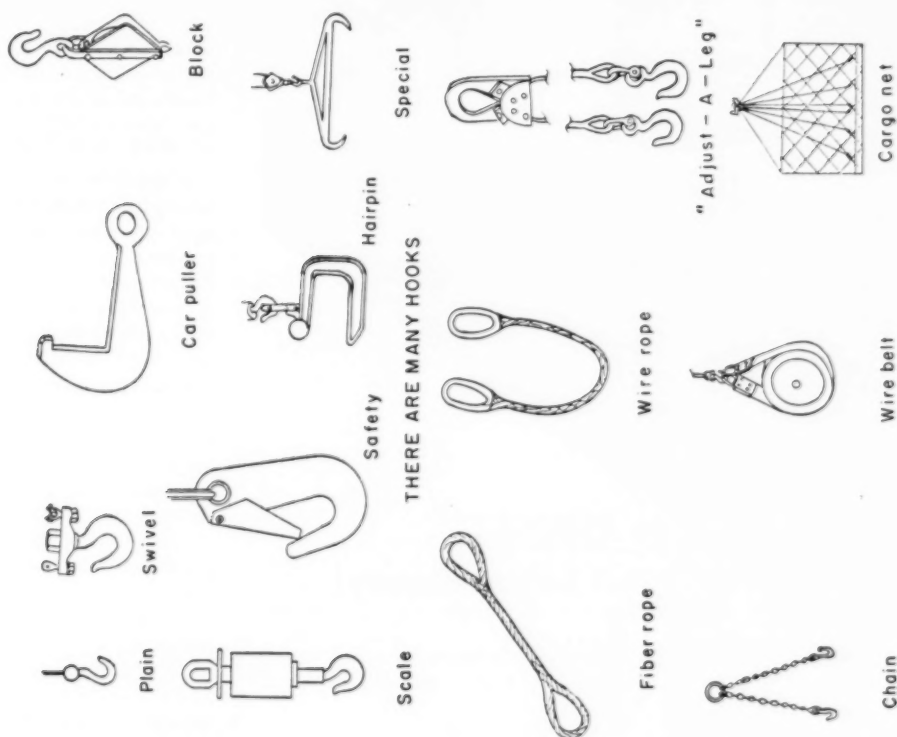


FIG. 2: PRINCIPALLY FOR BULK HANDLING

Equipment and Application

Material used on these pages is excerpted from a new book by the author, "Materials Handling Equipment." The 636-page book, with approximately 2500 illustrations, is on sale through this office at \$17.50 a copy. A companion book, "Materials Handling Applications," is due off press early this spring. The new book will include about 384 pages and some 1100 illustrations.

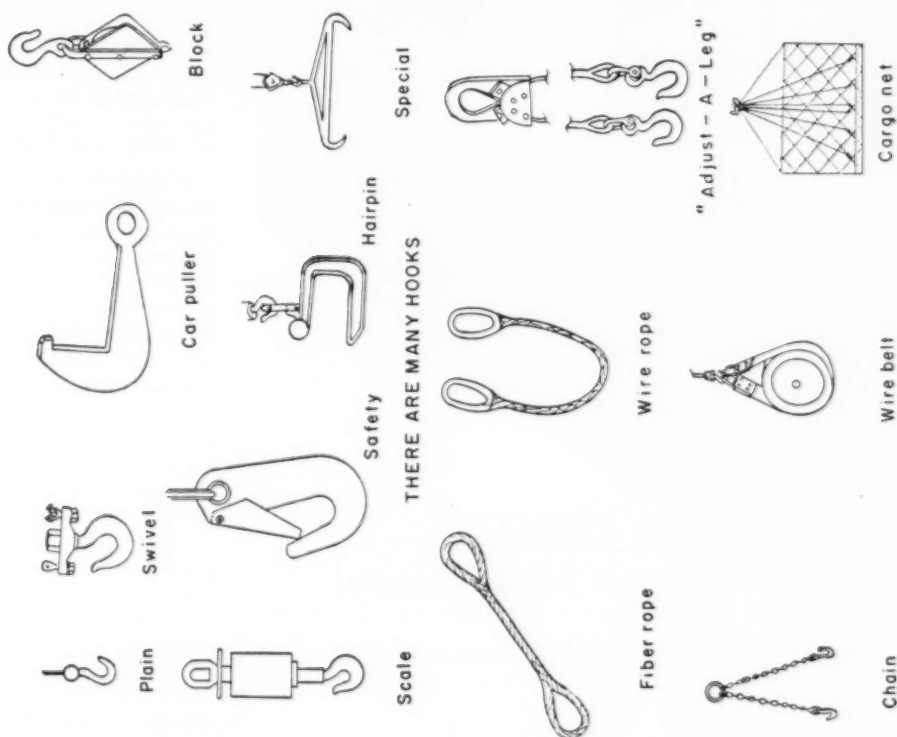


FIG. 3: REPRESENTATIVE HOOKS & SLINGS



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... Bills

(Continued from Page 25)

Many of the newer principles are easily adapted to traffic department use.

Re-examine Past Paid Bills

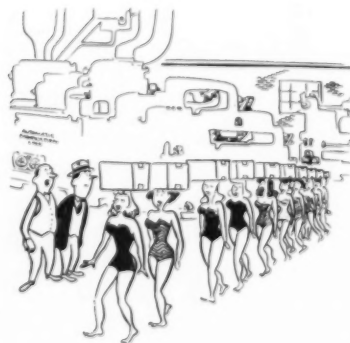
Most shipper firms find it to their advantage to re-examine past paid freight bills on a regular basis. Samplings often show one or all of the eight errors listed above. In addition, a careful study of freight bills usually turns up other wasteful practices that can be eliminated.

A firm re-examining its freight bills for the first time, for example, usually learns that proper preparation of the shipment in the first place would have precluded most of the trouble. Complete and accurate details on the bill of lading are a minimum requirement.

Generally when trained traffic personnel supervise regular audits of freight bills the ratio of over- and underpayments is low. Where trained traffic people are not available, the audits can be conducted by outside or free-lance traffic consultants.

These consultants usually have considerable experience in spotting freight bill errors. In addition, they are experienced in making recoveries on overpayments. Some well organized, well staffed traffic departments even prefer to have their freight bills audited by an outside agency. The outside group acts as a check on their own operation. •

(Resume Reading on Page 26)



"This is where automation ends and sales promotion takes over"

DISTRIBUTION AGE

Transport, key..

(Continued from Page 35)

"A test of any mode of transportation during a period of maximum effort is how fast it can be expanded," he said. Then he quoted from the report of the President's Water Resources Policy Commission made during the Korean War:

"Most of the basic waterways facilities . . . can readily accommodate several times the normal peacetime volume of barge traffic without drawing on scarce commodities. . . . Towboats can efficiently propel a much larger cargo than is customarily handled in a peacetime tow."

Marvin A. Rapp, associate executive dean, Institutes and Community Colleges, State University of New York, spoke on the St. Lawrence Seaway.

Rapp said, "Historically, these federal and international waterways have been developed toll-free. This policy has been a concomitant of the progress of improved navigation. Deeper channels now being dredged will mean fewer but larger ships, faster operation and cheaper transportation."

He gave examples of other financing of transportation improvements, then said, "The federal government has never looked on tax money spent for the development of waterways as a lost subsidy but rather as an investment."

In a preview of several carrier speeches, Mrs. Mary G. Roebing, president and chairman of the board, Trenton Trust Co., spoke on "The Transportation-Finance Collision." She focused attention on the problems of the carriers who, faced with the need for capital to buy equipment, have incomes that are limited by government regulation. •

(Resume Reading on Page 36)

Using Public Warehouses

John H. Frederick's new book, "Using Public Warehouses," is off press. The book, which tells how public warehouses operate and why it pays to use them, is available through this office at \$5 a copy. Write: The Editor, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

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Change R-15 Moto-Bug from fork lift to 34 x 54-in. platform, and you have a heavy-duty, 1-ton truck. It also has 780-lb. drawbar pull for towing wagons, carts.

No clutching, no shifting

You get a high rate of production because the R-15 travels up to 12 m.p.h. forward and reverse. *There's no clutching or shifting.* All travel is controlled by foot accelerator. A simple power-flow transmission automatically regulates power output in direct ratio to power and speed requirements. Find out what low-cost Moto-Bug can do for you; ask your Kwik-Mix distributor to demonstrate — or write us today.



Low-cost hopper body attachment for R-15 Moto-Bug has quick gravity-dump and snub-line to control rate of discharge. Carries 2,000 lbs. in 15 or 18 cu. ft. hopper.

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Moving the "Big Load" . . .

(Continued from Page 29)

Big towboats with large crews used to spend hours sorting through fleets of barges at landings and assembling tows. Now small, nimble harbor tugs—the switch engines of the river—do this work much quicker and with a much smaller crew. The big line boats come and go, hooking into pre-assembled tows and departing in a few minutes.

The need for greater efficiency also has improved the design of barges. The form of the old blunt-raked, square-cornered barge gradually was refined with smoother and smoother lines. The optimum balance was achieved between capacity, ease of pushing, and cost of construction. Then one end of the barge was cut off square. Now when two are towed together, square-end to square-end, a unit is created having less total resistance and more total capacity for the same length, beam, and draft than the two sepa-

rate vessels. The obvious next step was to build rectangular box barges to tow between two single-rake barges, permitting the assembly of fleets of three or four barges in a line with no breaks in the underwater form.

The size of barges has been increased from the 175 by 26-ft, 1,000-ton barge, considered standard 20 years ago, to a 195 by 35-ft, 1,500-ton size, which now has wide acceptance. The integration of barges into fleets having unbroken underwater form even has led to the design of towboat and barges to fit together as a unit.

Operating Progress

"As to operating efficiency, progress made during the last 30 years is the best evidence that we can expect similar progress in the next decade," according to Mr. Ingersoll.

Speaking at the 50th Anniver-

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DISTRIBUTION AGE

sary Meeting of the National Industrial Traffic League in Chicago recently, he said:

"In 1927 the typical towboat, a coal-burning steam sternwheeler, developed perhaps 500 hp. It pushed a tow of some 5,000 net tons—during clear weather only—frequently tied up at night, and carried a crew of up to 34 men. Today's typical towboat is diesel-powered, turns up 3,000 hp or more—sometimes much more—carries a crew of 12 to 18, and pushes a 10,000- to 20,000-ton tow 24 hours every day, rain or shine, sunshine or fog, seven days a week, month in and month out. It stops only to deliver its tow at destination and tie into an outbound tow.

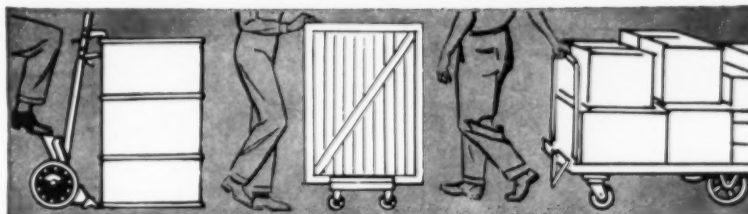
"Even so, there is plenty of room for improvement. There must be much more interchange of towing services and barges between the various barge lines. Intercompany coordination of dispatching—something not yet attempted on the rivers—will substantially decrease the amount of time a barge is occupied by any one shipment.

"Increased shipper awareness of the importance of barge time as well as distance in determining reasonable freight rates may be expected to force the barge lines, like other forms of transportation, into research and development in the field of cost analysis.

"Finally, I expect the future will bring greatly increased shipper demand for much broader coordination between barge transportation and the other forms of transportation. In this way the economy of water transportation will be felt much further inland from the river's bank than now is the case. Today, in many instances, the shipper cannot economically combine the advantages of barge service and rail service, or barge and truck, to move his shipments as he would like to. The rate structures concerned actually discourage combination movements.

"Our freight transportation system lacks the flexibility that it ought to have and can have—because we carriers have failed to provide joint and combination rates, where appropriate, to move freight in the most efficient and economical manner." •

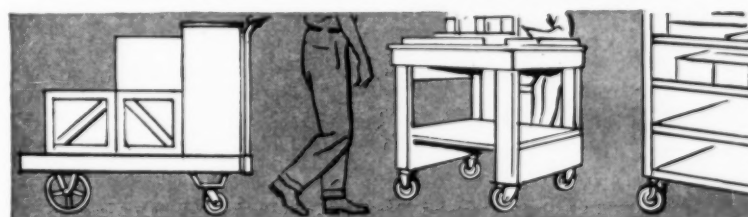
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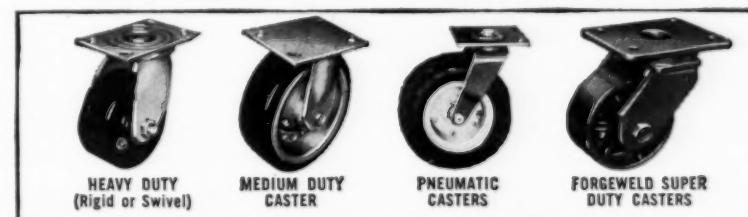
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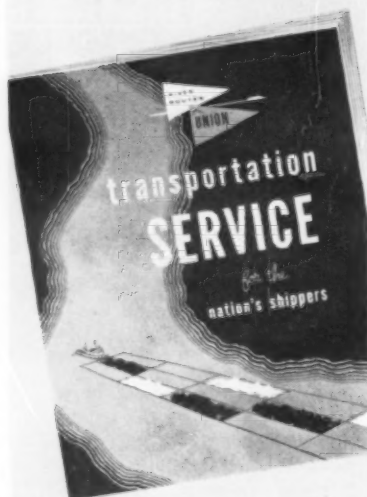
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... Delays in Transit

(Continued from Page 33)

Market Value

The usual measure of damage is the difference between the market value of the goods at the time and place at which delivery should have been made and their market value when delivery actually was made. (*Stricker v. Baltimore and Ohio R. Co.*, 135 N.E. 2d 844, 847—Ohio, 1956.)

The term "market value" means the price at which such merchandise would sell in the open market, in quantities as shipped, at the point of destination. (*American Ry. Exp. Co. v. Parisian Hat Co.*, 240 S.W. 947, 950—Tex., 1922.)

A good illustration of how market value could be applied can be found in the peach case previously discussed.

Also included in general damages are all expenses directly occasioned by the delay, if they are not too remote or speculative. For example, in a recent case an unreasonable delay caused a manufacturer to pay penalties for non-compliance with the Brazilian customs regulations. These penalty payments were recovered. (*Princess Pat, Ltd. v. National Carloading Corp.* 223 Fed. 2d 916—1955.)

Special or Consequential Damages — Special damages, such as loss of use or profits, also may be recovered if the carrier had, or can be charged with having, notice of the circumstances or special conditions rendering such damages, the natural and probable result of delay in transportation and delivery. (*Excelsior Motor Mfg. & Supply Co. v. Sound Equipment*, 73 Fed. 2d 725—1934; 9 American Jurisprudence, Carriers, Sec. 517.1 (Supp. 1956-1957), 13 Corpus Juris Secundum, Carriers, Sec. 229 (b)—1937; 166 Amer. Law Reports 1030—1947.)

If there is no notice to the carrier, he is not liable for special damages growing out of extraordinary circumstance.

Ordinarily notice should be given to the carrier at or before the time the goods are offered for shipment. This is because the com-

mon carrier should have an opportunity for special precaution to protect himself from loss.

There are some cases holding that notice of special damages given to the carrier while the goods are in transit is sufficient to impose liability on the carrier for special damages arising from further delay, after the carrier has had a reasonable opportunity to correct the original wrongful delay. (*Gardner v. Mid-Continent Grain Co.*, 168 Fed. 2d 819, 822—1948, implying that notice during transit would be sufficient. See also 9 American Jurisprudence, Carriers, Sec. 517, 1937; 13 Corpus Juris Secundum, Carriers, Sec. 229 (b) 1939.)

To be effective, the notice must be of such character and extent as to clearly inform the carrier of the special circumstances which require prompt transportation and delivery. The shipper must communicate all facts which do not ordinarily attend the carriage of the type of commodity being shipped. The notice ordinarily should disclose the purpose or use for which the shipment is intended, and the necessity of prompt shipment and delivery.

To be communicated effectively, it should be given to an agent of the carrier who is in a position to act or whose duty it is to receive such notice and cause others to act. (*Pomona Products Co. v. Southern Ry. Co.*, 294 Frd. 982, 984—1924.)

For example, in an action against an express company for delay in shipping goods, a notice to the truck driver who issued the bill of lading was held to be sufficient. (*Southeastern Express Co. v. Bowers*, 109 S.W. 2d 951—Tenn., 1956.)

As a general rule, the usual notation on a bill of lading regarding delivery at a certain time or date, or "please rush," or words of like purport are not sufficient to make the carrier liable for special damages.

Constructive Notice—It should be noted that there are certain

situations in which a carrier may be held liable even though the special purpose or intended special use was not expressed or made part of the bill of lading. If it appears from the nature of the goods shipped or from other circumstances that the carrier ought to have known of the consequences which would follow from a delay in transportation, the court will infer what is commonly called constructive notice. *Alton R. Co. v. Oklahoma Furniture Manuf. Co.*, 122 P. 2d 152, 154—Okla., 1942; 166 Amer. Law Reports 1030—1947.

The case of *Huff v. United Van Lines*, 28 NW 2d 793—Iowa, 1947, points out a type of notice that the courts accept as sufficient. Here the plaintiff contacted the defendant carrier asking him if he could pick up a lot of about 7,500 lbs of household goods within about 10 days. The goods were to be transported from Sioux City, Ia., to Palo Alto, Calif. The carrier advised that the load would be picked up on Nov. 4, 1944. The agent for the carrier was informed

that the shipper was planning to leave for Palo Alto in order to arrive about the time the goods would arrive. The agent also testified he told the plaintiff that under normal conditions it would take the truck seven to nine days to make the trip.

When the truck was loaded, the driver said he would arrive Nov. 10, 1944. The plaintiff's wife informed him that they planned to fly out in time to meet the van. Instead of going directly to California, the furniture was taken to St. Louis and stored until a full load was obtained. It was finally delivered Jan. 3, 1945.

The Court stated "... from the knowledge imparted to its representatives the defendant (carrier) had such notice that it must be held to have anticipated or reasonably should have anticipated that any delay would burden the plaintiff with just such expense as he incurred and pleaded."

Judgment was rendered in the sum of \$422.50 for lodging and \$140.89 for meals. •

(Resume Reading on Page 34)

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with most modern features

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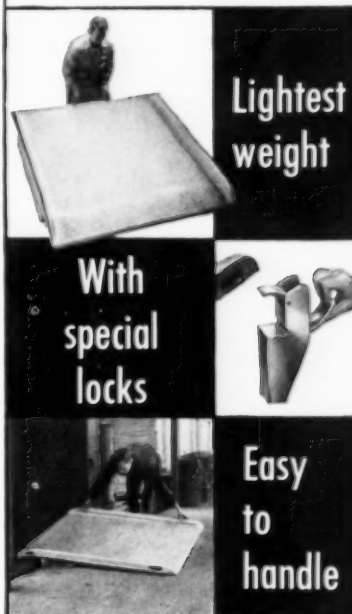
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Vehicles in Warehousing . . .

(Continued from Page 43)

pany deviates from the standard rules with a plan wherein if one of a furniture mover's vehicles goes beyond the 50-mile radius, the gross receipts basis of rating is applied automatically excluding income from local hauling. Records of receipts must be maintained only for the long-haul operations. The higher gross receipts rates would apply only to these trips beyond the 50-mile limit.

It is estimated that a certain van agency handles 60 per cent of all long-haul van operations. In such situations the agency provides the insurance for members. The latter's insurance companies afford coverage (and make charges therefor) up to the point where the agency's insurance takes over.

C. Premium Determination

A rate, published by the Na-

tional Bureau of Casualty Companies for its members, is applied to each \$100 of estimated annual gross receipts or per mile of travel anticipated, to develop the liability premium charge. This determines the estimated advance premium. The actual charge is subject to insurance company audit of actual receipts or mileage covered upon completion of the policy year.

Gross receipts means the total amount to which the trucker is "entitled for the shipment or transportation of property or the total of live and dead mileage of all units operated for the shipment or transportation of property during the policy period."

This definition is intended to include income from shipments originating with the insured trucker or another carrier. It includes amounts received from the rental of equipment to non-

trucking firms with or without drivers, for such leased vehicles. On income from rentals to other truckers, only 15 per cent of the receipts or 10 per cent of the mileage developed are applied as premium basis.

Receipts for premium purposes will not include:

Payments to other carriers operating under their own state or federal permits.

Shipper's direct taxes remitted directly to a governmental division.

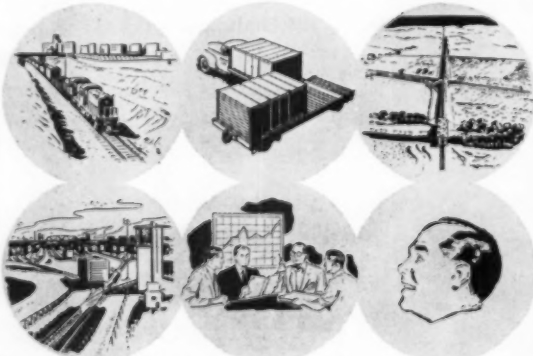
COD collections representing the cost of the merchandise.

Warehouse storage charges or advertising revenue.

Policies insuring agents of a moving association are eligible for coverage under the gross receipts and/or mileage basis plans.

1. Gross Receipts or Mileage Basis—Rating authorities publishing a gross receipts or mileage basis rate intend to arrive at a charge that will produce substantially the same premium that would be developed under the usual

proven formula for a Satisfying Shipping Service



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NEW HI-LO AUTOMATIC DOCKBOARD

NO PIT REQUIRED



THE TRUCK SUPPLIES THE POWER

Model 1208; 8' long by 6' wide. Model 1210; 10' long by 6' wide.

SAVES TIME
Backing truck automatically adjusts long, wide ramp surface . . . speeds loading. Does away with labor-wasting placement and storage of loose plates.

SAVES EXPENSE
The HI-LO is simply lagged to top of present dock. Can't be lost, stolen, or damaged. Simple counterbalance system. No hydraulics, motors, or controls.

IMPROVES SAFETY
No more loose plate hazards. No lifting or straining. The HI-LO is a permanent part of the dock . . . cannot slip out of position.



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plan of applying standard manual rates—modified by experience and/or premium discount factors—to each of the trucks and vans owned or operated by the trucker. If it is anticipated that receipts or mileage will be reduced during the ensuing policy year, while the number of vehicles remains constant or increases, gross receipts and/or mileage plans would produce a saving. The opposite conditions result in an additional premium charge.

2. Rental of Equipment—Rates per \$100 of charges for hired vehicles is 1 per cent of the specified car rate, applied to the total cost of hire, of all equipment used in trucking operations. If leased without drivers, include the wages of operators, subject to a maximum of \$100 per week per employee.

3. Fleet Credits — Long-haul truckers do not enjoy the "fleet credit" providing for a premium reduction which increases directly as the number of vehicles increase.

Premium discount and experience rating modification factors apply.

4. One Insurance Company Suggested—It is recommended that one insurance company group be selected to cover exposures arising out of:

a. General and Automobile Liability.

b. Warehousemen's Liability.

c. Transportation Insurance.

Warehousemen and truckers are subject to many claims that may be difficult to assign to the proper insurer. Both General and Automobile Liability policies insure claims occurring on the occupied premises. Loading and unloading accidents also may be covered under either policy.

Premium discounts increase as the combined Automobile and General Liability premiums (in excess of \$1,000) increase.

Damage of merchandise and other property may incur during transportation or while on the warehouse premises. If discovery of the injury is delayed it may be difficult to determine which insurer is liable.

D. Limits of Protection

Manual rates are published for basic limits of:

1. Bodily Injury—\$5,000 to cover claims made by any one person who may be injured as a result of an accident involving the insured vehicle and subject to that per person limit; and \$10,000 to cover all claims arising throughout the policy year.

2. Property Damage—\$5,000 to cover all claims resulting from one accident.

Most firms consider bodily injury limits of \$100,000 and \$300,000 as minimum adequate protection on motor vehicles. These limits increase the basic rates 168 per cent for local and long-haul operators.

Property damage coverage of at least \$25,000 per accident is recommended. This additional protection increases the premium 20 per cent for local and 30 per cent for long-haul truckers.

3. Non-Ownership Coverage on Employees—The employer usually is liable for claims arising out of the operation of an automobile by an employee—if it is being used in connection with the employer's business at the time of the accident. Non-ownership insurance will cover this exposure. The rates are quite low.

4. Medical Payments — Automobile Liability insurance policies may be extended to provide indemnity for voluntary payment of medical, surgical, hospital and funeral expenses resulting from an accident involving the insured vehicle. The protection seldom is carried on commercial automobiles as the drivers and their helpers usually are covered for such expenditures under a Compensation Insurance policy.

5. Comprehensive Liability Form —The Comprehensive Automobile Liability policy is designed to insure most exposures that might arise during the policy year. A small additional charge is made for this comprehensive coverage. While uninsured hazards appear remote if direct, hired vehicle and non-ownership coverages are purchased, careful insureds buy the comprehensive form. •

(Resume Reading on Page 43)

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Clean, odorless, non-toxic



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Circle No. 16 on Card, Facing Page 51

'Build New' . . .

(Continued from Page 39)

shipments have not been increased either. Carriers handling these orders from the new warehouse deliver about 90 per cent of them the next day, the same service that was given before.

Although the center is the same distance, 30 miles, from the North Chicago plant, it takes far less time to bring in replacement stock. Congestion has been eliminated. The trip now takes about one hour and 15 minutes instead of two and one-half hours.

The telephone bill is about the only cost item that has gone up since the move. The increase, company officials report, isn't large.

There are five enclosed truck bays, heated in winter, at the new warehouse. Storage areas are immediately adjacent to the receiving dock. Inbound or outbound loads travel an average of 150 ft, about half of the former distance.

At its near-Loop location, Abbott was forced to rely on four-wheeled hand trucks and the one-at-a-time "daisy chain" system of loading and unloading. Now electric-powered straddle-type fork trucks do much of the work.

The new arrangement reduces the size of the warehouse crew and improves its efficiency. Instead of 27 employes for order-picking, packing, shipping, and receiving, the force now numbers 22.

More orders are being processed. Between 650 and 700 orders leave the center each day. In Chicago this figure was 600 to 650.

A major reason for this increase is that all merchandise is palletized. Loading and unloading can be completed with no manual lifting or shifting. Before, it took five men four hours to load or unload a 30,000-lb trailer. Now, three men do the same job in two hours.

The fork trucks move into the trailer and bring out the cargo one pallet load at a time. A

checker is waiting at the tailgate. After he has processed the merchandise, the lift takes it to the storage area. There all items are arranged by catalog number. The lift trucks can stack up to 16 ft.

Abbott now has about twice the floor area formerly available. Instead of ordering once a day, officials now order once a month. Merchandise arrives in eight to 12 full truckloads over a period of about a week.

About 50 per cent of the center's 35,000 sq ft of storage area holds merchandise in case lots stored on pallets. The remainder of the warehouse consists of seven-tiered shelves, 6-ft high. These hold several units of each item in the inventory. Small orders of less than a case are picked from these shelves. The shelves are resupplied from the palletized stock.

Case lots of fast-moving items are stored near the packing tables to expedite order-filling. Usual practice is to put a palletload of each item in the area at a time. •

(Resume Reading on Page 40)

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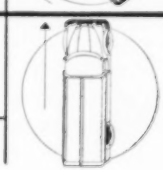
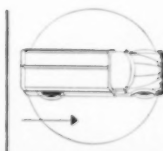
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THE SOLUTION: Three 18-ft. diameter Macton Turntables.



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Within the



By Leo T. Parker Legal Consultant, Distribution Age

WAREHOUSING

When is a warehouseman liable under warehouse law, and under landlord law?

A recent higher court decision answers two legal questions often asked by warehousemen.

First, this court held that if a warehouseman has control over space in which goods are stored, he is liable for damages to the merchandise under laws regulating warehousemen, and not under less stringent laws applicable to tenants and landlords.

Second, if a warehouseman constructs his warehouse in a low area, he cannot avoid liability for damages caused by flood waters resulting from unprecedented rainfall.

For example, in *L— Transfer & Storage v. W—*, 296 S. W. (2d) 750, the testimony showed: One W— rented from the L— Transfer & Storage at a monthly rate a compartment in the basement of the warehouse for storage of goods.

The higher court held that the relationship of the parties was that of warehouseman and depositors rather than landlord and tenants. This was held because it was necessary for W— to enter the warehouse building through doors controlled by the L— Transfer & Storage in order to obtain access to the former's locker. Testimony also showed that both W— and L— Transfer & Storage had keys to the locker.

It was necessary for the court to decide whether or not the storage firm was liable to W— for the merchandise damaged while in storage. Testimony showed that one day some 4.65 inches of rain fell. Entrance to the basement of the warehouse was by means of an inclined ramp outside of and alongside the building. As a result of the heavy rainfall, water ran down the ramp and into the warehouse. The water damaged W—'s merchandise.

It was found that:

1. L— Transfer & Storage had constructed its warehouse in a low

area where ground waters would accumulate after rains; and,

2. L— was negligent in constructing its warehouse with a storage basement and outside ramp where ground waters would accumulate after extensive rains.

The higher court held the warehouse company fully liable for damage to the stored goods. The court said:

"The evidence does not establish that the unprecedented rainfall was the sole proximate cause of the damages. On such a record the finding that the rainfall in question was unprecedented would not relieve the defendant (warehouseman) of liability. The plaintiff (W—) was entitled to recover his damages. By virtue of our holdings, it follows that the Court of Civil Appeals properly rendered judgment for plaintiff in the amount of \$6,000 damages, plus interest, against the defendant.

For comparison, see *N— E— Co. v. M— A— Bank*, 213 S. W.

685. This was a suit by a bank against an insurance company on a bond indemnifying the bank against a company's fraudulent issuance of warehouse receipts, and the conversion or withdrawal of the merchandise represented by such reversion or withdrawal of the merchandise represented by such receipts. The insurance company defended the suit on the ground that the receipts issued by the company were not warehouse receipts. The higher court in discussing whether or not the company was a warehouseman said:

"... In common parlance, a warehouse is a house used for storing goods, wares, and merchandise, whether for the owner or for someone else, and whether the same be a public or a private warehouse. The term warehouse frequently is used to indicate a place where the owner of goods stores them until he is ready to put them on the market. We hold that it was used in this sense in the bond herein sued on."

Also, see the case of *Z— v. T—*, 112 Vt. 264, 138 A.L.R. 1131. This court held that a contract for storage for an indefinite time of furniture in a room by itself in a building of a secondhand furniture dealer, although the room was rented at a monthly rental, and the furniture owner at all times during the storage had control as to taking out the furniture or leaving it there, is not a lease of the room but a bailment of the furniture. In other words, the dealer was liable as a warehouseman.

In the case of *J— v. M—*, 90 N. Y. 4, it was shown that furniture in a space in a building was partitioned off with a board partition. Entrance to the area was by means of a door secured by two locks. One of which was put on by, and remained within control of the owner of the goods.

The merchandise was damaged. A higher court held the owner of the building liable under the strict laws affecting warehousemen, and not under more liberal laws pertaining to tenants and landlords.

(Please Turn Page)

Helicopter Service



New York Airways recently inaugurated a new service speeding air freight shipments between the heart of New York City and the airports by helicopter. The first package to arrive in Manhattan was given by Horace Brock, vice president of New York Airways, to Irving Seiden, president of Mercury Service Systems, for delivery

Trailer Shuttle Operation



Washington-Oregon Foods recently set up a shuttle system between their two Washington State headquarters. Using three new Fruehauf semi trailers and one diesel tractor, the service moves products and supplies. One

trailer is stationed at Vancouver and the other in Yakima. The third is attached to the diesel tractor traveling between. When the tractor arrives, it drops the loaded trailer and picks up the outbound trailer

Within the Law . . .

(Continued from Preceding Page)

Unless negligence is proved, a warehouseman is not liable for flood water damage.

With reference to flood waters, higher courts consistently hold that an unprecedented rainfall is an act of God, which could not have been anticipated or foreseen. No liability should be adjudged against a warehouseman for damage to stored merchandise unless testimony shows that the warehouse originally was constructed and located in an area likely to be flooded by an unprecedented rainfall. Under these circumstances, the warehouseman is liable.

In the case of *L— v. T— & NO 199 S. W. (2d) 185*, a suit was brought by one L— against a company for damages caused by flooding. The company denied liability on the ground that it was an act of God in bringing an unprecedented flood, which solely caused the injury.

No testimony was presented showing that the company was negligent in originally selecting a low area for constructing its warehouse building. The higher court refused to hold the company liable for damage to the merchandise under its control.

Warehouseman's judgment in site selection and construction influences legal decisions.

In *U— v. B— Warehouse Co.*, 232 Fed. Rep. 756, the testimony showed: A warehouse burned and destroyed goods stored therein. The owners of the destroyed goods sued the warehouse company for value of the goods. The higher court refused to hold the warehouse company liable, and said:

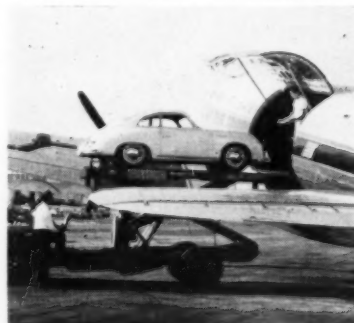
"The evidence showed that appellee's (warehouse company's) ware-

house was properly located, designed and constructed and was considered a first-grade warehouse. The warehouse was kept clean of trash or rubbish. Weeds around the outside were kept mowed, and the employees who were in the warehouse almost every day were continually on the watch for anything out of the ordinary. There was no direct evidence as to how the fire started."

When a warehouse lessee's goods are damaged by water, gas, etc., is the warehouseman liable?

An official of a warehouse company asks this question: "Is a warehouseman absolved from liability for damage to goods owned by a lessee of the

Loaders Speed Air Freight



Delta Air Lines has cut loading and unloading time in half with the purchase of 13 Smith Aircraft Loaders. The truck-lifts have a capacity of 6800 lb. They can load cars on board the company's Super D-46 all-cargo planes easily

warehouse premises, where testimony shows that the goods were damaged by water, gas, and electricity, or the like and a clause in the lease contract states that the owner of the warehouse building will furnish the lessee with no accommodations such as lights, heat, water, or toilet facilities?"

According to a late higher court decision, the answer is no.

For illustration, in *W— Frozen Foods, v. M— Refrigeration Co.*, 133 N. E. (2d) 763, it was shown that the W— Frozen Foods leased the first floor of an abandoned warehouse. W— sued the owner of the warehouse building for damages to goods, and egg crates damaged by water from a broken pipe of a sprinkler system maintained on the second floor.

The owner of the warehouse building attempted to avoid all responsibility by proving that the lease contract stated that he would not furnish to W— Frozen Foods any accommodations such as lights, heat, water, toilet facilities, and elevators.

The higher court held the owner of the warehouse building liable, and said that the owner of the warehouse building was expected by the law to use reasonable care to safeguard goods owned by the lessee and stored in the warehouse building, notwithstanding irrelevant clauses in the lease contract.

TRANSPORTATION

Who is liable in rear-end collisions between trucks operated on good roads?

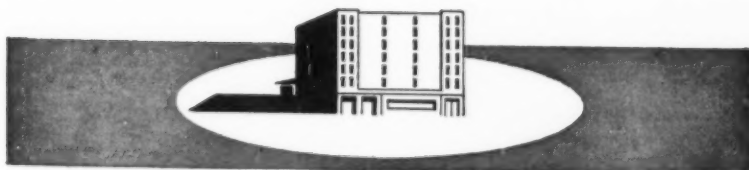
Considerable discussion has arisen over the legal question, "If a motor truck collides on a good highway with the rear of a forward truck, who is liable?"

According to a late higher court decision, the driver of the rear truck is liable.

In *D— Transport, Inc. v. B—*, 295 S. W. (2d) 941, the testimony showed: The road upon which the accident happened is of average width and hard surfaced. A motor truck collided with the rear of another truck. Both motor vehicles were running in the same direction. The driver of the forward truck was killed.

Without any direct testimony as to whose negligence caused the accident, the higher court concluded that the accident resulted from negligence of the driver of the rear truck. The court held the owner of the rear truck liable in damages of \$45,000 to a 29-year-old laborer who received a severe crushing blow to his left knee. The injury left him a permanent cripple. An award of \$16,000 was made to the parents for death of their son, who was driving the forward truck.

Warehouse SPOTLIGHT



Men in the Spotlight

Philip G. Kuehn—appointed acting chairman of the National Assn. of Refrigerated Warehouses Government Affairs Committee. He replaces Jerry P. Johnson who resigned.

A. H. Cole—named assistant to the managing director of Canadian Warehousemen's Assn.

Thomas L. Yates—new manager of international sales for North American Van Lines, Inc.

Walter W. Liner—appointed general manager of Allied Van Lines.



Howard M. Hay—appointed Chicago area representative by Affiliated Warehouse Companies.

C. L. Olsen—becomes manager of the Edmonton, Alberta, plant of Trans-Canada Freezers Ltd.

Arthur C. Smith, Jr.—new chairman of the Mayflower Warehousemen's Assn. Local advertising and Promotion Committee. **Harry A. Borley**, **M. R. Goodwin**, **Jay C. Maupin**, **S. E. Sloan**, and **Russel E. Pratt**—committee members.

Alfred J. Crooks—president and **V. C. Mortimer**—vice president and treasurer, Crooks Terminal Warehouses, Inc., Chicago, Ill.

William G. Medlar—named vice president of Fulton Market Cold Storage Co., Chicago.

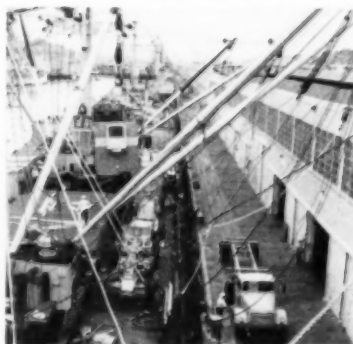
James D. Edgett—president of North American Van Lines, Inc., recently elected a founder-member of the American Soc. of Traffic and Transportation, Inc.

AWA to Meet in March

Advanced registrations for the 67th Annual Meeting of the American Warehousemen's Association, to be held March 10-13, are running ahead of previous years.

AWA President R. M. King reports that an outstanding program is being planned for the Dallas, Tex., meeting. Elmer Wheeler will tell about his "dangerous selling" technique at the opening General Luncheon. The Opening General Session will be addressed by Joseph F. Leopold, widely-known speaker and researcher. Leopold's subject will be "Government and Warehousing."

Reefer Vans Go to Sea



Eight pre-cooled refrigerated vans, each capable of holding 20 measurement tons were recently loaded on an Alaska Steamship Co. ship at Seattle, Wash., for Kodiak, Alaska. The trailers are plugged into the electrical system of any general cargo or refrigerated ship. Temperature control is improved

Warehouse Briefs

The recently organized **Alabama Household Goods Movers Assn.** has scheduled an election for this month. **J. Douglas Harris**, attorney, has been employed as executive secretary.

Gray Moving and Storage Co., Denver, Col., has just put a new 10,000 sq ft warehouse into operation. New tractors have been added to the company fleet.

The following officers were recently re-elected by the **Missouri Valley Chapter, National Assn. of Refrigerated Warehouses**: **W. Irving Moss, Jr.**, chairman; **Carl E. Olson**, vice chairman; **Mrs. Olive Lee Hawkins**, secretary; **Harry M. Spradling**, treasurer.

Motor van-sea van moving operations between the U. S. and Alaska has been inaugurated by **Aero Mayflower Transit Co., Inc.** The all-commercial, house-to-house service is available to both military and civilian families.

The **North Pacific Chapter, National Assn. of Refrigerated Warehouses**, re-elected the following: **Paul V. Henningsen**, chairman; **W. L. Baker**, vice chairman; and **W. Irving Hunter**, secretary.

Delaware River Terminal and Warehouse Co. has announced plans to build a 700-ft marginal dock at its Philadelphia site. The company recently installed nine storage tanks with a combined capacity of four-million gallons.

Central Forwarding, Inc., of Temple, Tex., has been named an agency by the **Aero Mayflower Transit Co.**

The **National Assn. of Refrigerated Warehouses' South Pacific Chapter** has elected **W. J. Mills**, chairman; **J. C. Baker**, first vice president; **Ralph Parker**, second vice president; **Ralph H. Mehrkens** and **J. G. Snow**, vice presidents; and **Vernon Ogburn**, treasurer.

At a recent meeting of their combined members, the **Pennsylvania Warehousemen's Assn.** and the **Philadelphia Warehousemen's Assn.** elected **Horace W. Wilson** president of both groups. **Sam Blank** was elected vice president of the Cold Storage Division of the Philadelphia group and **Mrs. Phil Duffy** was named assistant secretary of both groups.

W. C. Moen and **E. W. Schumacher** have taken over management of **Howard Van Lines, Inc.**, Dallas, Tex.

The **D. H. Overmyer Warehouse Co.**, Toledo, Ohio, recently celebrated its tenth anniversary. A branch managers' meeting and employees' party were held.

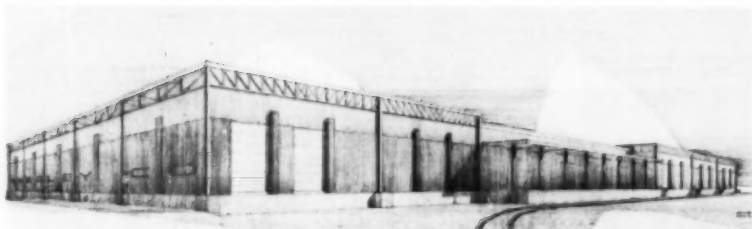
Evans Products Co. has bought out **Fiddes-Moore and Co., Inc.**, a large warehouse system in the building materials field.

(Please Turn Page)

Warehouse Spotlight . . .

(Continued from Preceding Page)

Public Warehouse in New Haven



The Smedley Co., New Haven, Conn., public warehouse, has added this 67,000 sq ft warehouse to its facilities. The new building is of steel, concrete, and cinder block construction. An 11-car track and a 14-truck dock are included

States which have now negotiated reciprocal agreements covering the Maryland Gas Tax Law are Pennsylvania, Delaware, New Jersey, and the District of Columbia. If any of a tractor's tags is from one of these states, it comes under the agreements in effect. Reports for the first quarter of operation under the law must be filed January 31.

—DA—

The National Defense Executive Reserve held a two-day conference recently in Washington. Members of the executive reserve, selected and train-

ed for government executive positions in time of defense emergency, attended. Members of this group from the public warehousing industry are C. W. Drake, of Newark, N. J.; W. C. Hudlow, Chattanooga, Tenn.; and G. A. Shoemaker, Elmira, N. Y.

—DA—

The Association of Team and Truck Owners, of St. Louis, has changed its name to the Local Cartage Association, Inc. of Greater St. Louis. This is the first change of name since the group was founded in 1918.

Crane Added by Warehouse



For handling bulk metals and heavy-weight equipment, the Reserve Terminals Co., Cleveland, Ohio, recently installed a twin-hook overhead traveling crane. The warehouse also has 11 single-hook cranes, an elevator, and a fleet of mobile equipment

Mover, Warehouse Course

The Movers and Warehousemen Short Course has been scheduled for February 17 at the Memorial Union Building, University of Kansas, Lawrence, Kans.

Arranged for warehousemen of the Central States area, it is the first program of this type offered by the University. Topics and speakers are: "Sales Promotion," J. C. Aspinwall, Jr., Norfolk, Va.; "ICC—MC-19-Regulation," Russell Garrett, ATA, Washington, D. C.; "Warehouse Operation for Profit," Edward D. Byrnes, NF-WA, Chicago, Ill.; "Owner Operator vs. Company Equipment," Lee J. Sloan, St. Louis; and "The Future of the Industry," Aspinwall.

All-New Pickup Fleet



Nine new trucks in the all-new pickup and delivery fleet placed in service recently by Ringsby Truck Lines, Inc., in the metropolitan Oakland-San Francisco Bay area are shown at the Oakland Terminal. Tractors and Trailers also are included in the new equipment. All units are equipped with two-way radio

Kansas City Election

Election of officers was held at a recent meeting of the Kansas City Warehousemen's Association.

Leading the group in 1958 will be Eldon L. Brown, Belger Warehouse Co., president; Mrs. E. M. Busey, Radial Warehouse Co., secretary-treasurer; and Roy L. Smith, U. S. Cold Storage Co.; Mrs. Jo Ann Daniel, Central Storage Co.; and Morris M. Stern, Mid-West Terminal Warehouse Co., directors.

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Operating in San Francisco, Oakland, Stockton and Sacramento

Member: American Warehousemen's Assn.
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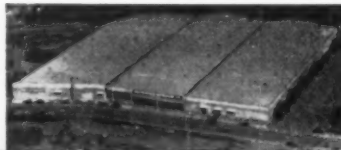
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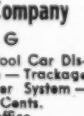
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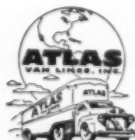
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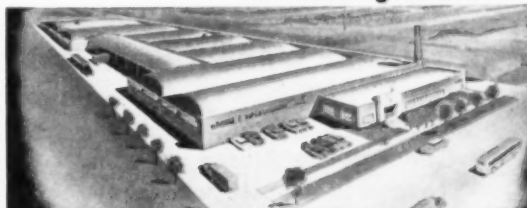
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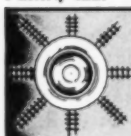
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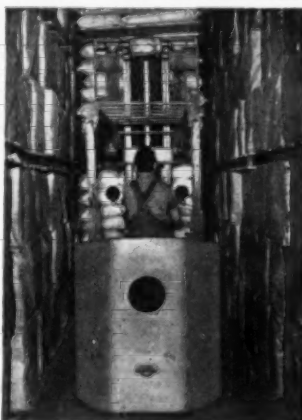
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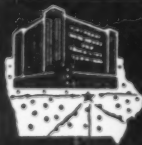


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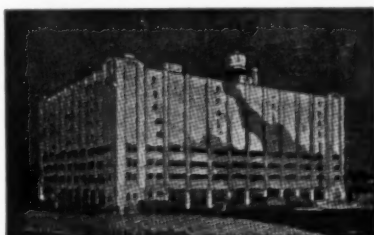
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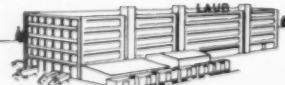
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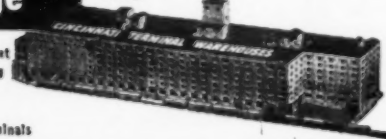
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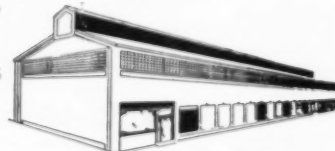
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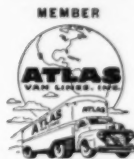
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and Firms are Arranged Alphabetically

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- Fully Mechanized and Palletized
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Agent: Allied Van Lines, Inc.

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403-411 W. Salem Ave., Roanoke 5

Capacity 500 Cars
Private RR Sliding

Automatic Sprinkler
Accurate Accounting



We make a specialty of
Storage and Pool Car Dis-
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and General Merchandise
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General Merchandise Storage & Distribution

Located on G. B. & W. R. R. Co. Lines
Phone HEMlock 5-6164

W. F. KERWIN, Pres.

W. F. KERWIN, JR., V.P. & Mgr.

Costing . . .

(Continued from Page 53)

they so desire, withdraw all stock from a warehouse during the dull period and resume use of space when demand for their products increases in the area served by the warehouse.

In order to predetermine storage and handling costs in any particular warehouse, the storer should supply the public warehouseman with the following data to receive a quotation covering his exact requirements:

1. Name and nature of the commodity.

2. How packed—whether in wooden cases, fibre cartons, barrels, drums, or other containers.

3. Dimensions—height, length, and width of each size and style of package.

4. The number of different brands or styles of the commodity, and the size of each package.

5. The shipping weight of each style of package.

6. The approximate value of each style of package.

7. Whether shipments to warehouses will be in carload or less-carload quantities.

8. Whether delivery (trucking) service will be desired in addition to storage and handling in the warehouse.

With such information on hand, the warehouseman will quote a rate on the accepted unit of goods in the trade. The quote will be on the same unit used in manufacturing and selling, either for each service which he can render or for an all-inclusive service. The manufacturer knows in advance just what his handling costs are going to be. There is no guesswork. The cost is figured on a unit basis. Each service rendered by the public warehouseman has a definite price, and unless work is performed there is no expense. There are no minimum charge limits other than the one-month storage limit customary in most parts of the country; and the unit cost remains practically the same, regardless of the volume of sales.

A practical warehousing and

distributing system is a profitable asset for any manufacturer. Economical storage and distribution demands perfected handling facilities and unlimited detail supervision. Only a few manufacturers can support branch offices and private warehouses extensively. Consequently, only these larger firms have profited extensively from wide distribution and have met local competition in all parts of the country. Through the use of public warehouses for distribution, however, the public warehouse becomes the manufacturer's warehouse for the distribution of his merchandise.

A manufacturer can afford to profit through the use of the public warehouse system. Its costs are economical because a standardized product or service always can be bought for less than a specially made one. Moreover, the public warehouse method will simplify the manufacturer's work, insure spot deliveries, and eliminate many of the routine details arising from small shipments direct from the factory. •

and Firms are Arranged Alphabetically

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ESTABLISHED 1903

LEICHT TRANSFER & STORAGE CO.

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Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard
Storage
Waterfront Facilities
Stevedore Services

U. S. Customs, State and
Public Bonded
70 Car Track Capacity
Modern Handling Equip-
ment
Private Siding on CANW
CMS&P, G&W Lines
Reciprocal Switching all
lines



Complete local and over-the-road truck services
with 70 units of all types of equipment, including
low-bed trailers, winches and cranes.

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HANSEN STORAGE

OF MADISON, INC.

MODERN ONE STORY OPERATION

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Private Phone: BRoadway 1-8930

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3 Clean, Well-Equipped Warehouses
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Customer Preference—Our Best Reference
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3rd Ward Dist.

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Flagstone 1-6673

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Warehousing — Distribution — Private Rail Siding
Modern One Story Building

HANSEN STORAGE CO.

124 N. JEFFERSON ST.
MILWAUKEE, WIS.

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LARGEST AND
MOST MODERN

AFFILIATE — HANSEN STORAGE OF MADISON INC.

MILWAUKEE, WIS.

—Phone Marquette 8-7091

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Cooler, Freezer and General Merchandising Storage
Deep Water Dock, Private Siding
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MILWAUKEE'S FINEST



A SOLID BLOCK OF
RESPONSIBLE WAREHOUSING

ALSO LEASE RENTALS OF
WHOLE BLDGS. OR PARTS
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Modern Building, Reinforced Concrete Construction

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LOW INSURANCE RATES
POOL CAR DISTRIBUTION

Licensed and Bonded. Private Siding Chicago & Northwestern R.R.
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Established 1913

TORONTO'S LARGEST

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Represented by Allied Distribution, Inc.—Chicago, Ill. & New York, N. Y.

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Merchandise Storage
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Refrigerated Office Space
Storage Cartage
Stevedoring
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Fireproof
Free Switching
Lowest Insurance

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General Merchandise—Bonded & Free
1,500,000 cubic feet. Sprinklered.
Private Siding. Efficient Loading Facilities.

Members of Canadian Warehousemen's Association.
"Our Clients do the selling—we do the rest."

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1-VAN BORNE AVENUE, MONTREAL, CANADA
300,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED
IN THE EXACT CENTER OF THE CITY OF MONTREAL
Canadian Customs Bonded. Private Siding — 8 Car
Capacity — Free Switching — All Railroad Connections.

Represented by
ALLIED DISTRIBUTION, INC.
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The MOST COPIED LIFT TRUCK On The Market

EASIEST WALKIE-TRUCK TO OPERATE AND MAINTAIN EVER!

FINGER-TIP CONTROLS INCLUDING DYNAMIC BRAKE TO ELIMINATE "PLUGGING" THE MOTOR GOING DOWN RAMP, AND "ARTICULATED" CONSTRUCTION ADJUSTS TO UNEVEN FLOORS. STEERS EASILY, AND WORKS IN LESS SPACE BECAUSE OF THE DUAL WHEELS & DIFFERENTIAL DRIVE!

HOW ABOUT MAINTENANCE? SNAP THE LATCH AND LIFT OFF THE COVERS—YOU DON'T EVEN TAKE THE MOTOR OUT TO GET AT THE BRUSHES, AND THE DRIVE SHAFT HAS A SIMPLE SCREW ADJUSTMENT.

WRITE FOR OUR FREE TRUCK INDEX OF GO-GETTER ELECTRIC AND RED GIANT HAND LIFT TRUCKS

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CLASSIFIED ADVERTISING

RATES: 20¢ a word—\$5 minimum

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WAREHOUSE BUSINESS FOR SALE—Located in Eastern Pennsylvania with very successful operation. Long-term lease available. Owner has other interests, cannot devote his time to business. Write Box 231, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

FOR SALE OR LEASE OR WAREHOUSING OF COMMODITIES—200,000 sq ft. One-story building with siding. New York State. Write Box 232, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

FOR LEASE—Available in 90 days. 200,000 sq ft. one-story building now being used for general storage. Completely sprinklered. Rail siding served by three main rail lines. Truck docks—24-ft stacking height with three overhead cranes. Ample yard space for parking and storage. **RALSTON INDUSTRIES, INC.** 2901 E. 4th Ave., Columbus, Ohio. HUDSON 6-6266.

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HELP WANTED

WANTED—Experienced manager for general warehouse operation. Large Midwest metropolitan city. Must have experience in all phases of management. Please state qualifications. Replies held confidential. Write Box 233, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

Index of 1958 General Advertisers

| A | L |
|---|--------------------------------------|
| Allied Van Lines 6 | Lewis-Shepard Products, Inc. |
| American District Telegraph Co. 58 | Lift Trucks, Inc. 61 |
| American Engineering Co. | Link-Belt Company |
| American Trucking Associations, Inc. | |
| Automatic Transportation Co. | |
| Back Cover | |
| B | M |
| Ballymore Company | Macton Machinery Co., Inc. 64 |
| Baltimore & Ohio Railroad | Magnesium Co. of America |
| Barrett-Cravens Co. | Materials Handling Division 61 |
| Bond Steel & Storage Co. | Magnesium Co. of America, |
| Buda Div., Allis-Chalmers Mfg. Co. 5 | Tobey Aluminum Division 63 |
| Buschman Company, E. W. | Mercury Manufacturing Co. |
| Butler Manufacturing Co. | Micron, Inc. |
| | Milwaukee Road, The |
| | Missouri Pacific Lines |
| C | N |
| C & D Batteries, Inc. 24 | National Truck Leasing System |
| Century Gas Equipment Plant | Nickel Plate Road |
| Marvel-Schebler Prod. Div. | Northern Pacific Railway |
| Chicago, Rock Island & Pacific | |
| Railway Co. 62 | |
| Clark Equipment Co., Ind. Truck | |
| Div. 17 | |
| Colson Corporation, The 59 | |
| Consolidated Freightways | |
| Continental Air Lines | |
| Cooke Warehouse Corp., J. Leo. 58 | |
| D | P |
| Delta Air Lines 18 | Pan American World Airways 1 |
| Denver Chicago Trucking Co., Inc. | Pan-Atlantic Steamship Corp. 64 |
| Third Cover | Pullman Standard Car Mfg. Co. |
| Dodge Div., Chrysler Corp. | |
| Second Cover | |
| E | R |
| Eastern Express, Inc. | Rapids-Standard Co., Inc. |
| Elwell-Parker Electric Co. | Ready-Power Company |
| Encinal Terminals & Warehouses | Revolator Company 98 |
| Equipment Manufacturing, Inc. 14 | Riddle Airlines, Inc. 56 |
| Exide Industrial Div.—The Electric | Ringsby Truck Lines, Inc. |
| Storage Battery Co. | |
| F | S |
| Fruehauf Trailer Co. 13 | San Francisco Warehouse Co. |
| | Santa Fe Railway |
| | Southern Pacific Co. 2 |
| | Spector Freight System, Inc. 15 |
| | Standard Pressed Steel Co. |
| | Sturdi-Bilt Engineering Co. 23 |
| G | T |
| General Logistics, Sub of Aeroquip | Toledo Scale Company |
| Corp. | Towmotor Corporation |
| Greyvan Lines, Inc. 4 | Trailmobile, Inc. |
| | Trans World Airlines |
| H | U |
| Hamilton Caster & Mfg. Co. | Union Barge Line 60 |
| Hough Co., The Frank G. | Union Pacific Railroad 7 |
| Hyster Company 20 | United Air Lines 8 |
| I | W |
| Illinois Central Railroad | White Motor Company 13 |
| International Harvester Co. | Wisconsin Motor Corp. |
| K | Y |
| Kelley Company, Inc. 62 | Yale & Towne Mfg. Co. |
| KLM Royal Dutch Airlines 22 | |
| Kwik-Mix Company 57 | |

For Warehouse Advertisers See Pages 69 to 97

DC ONE STEP ACROSS the NATION

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sleeper cab
service
coast-to-coast

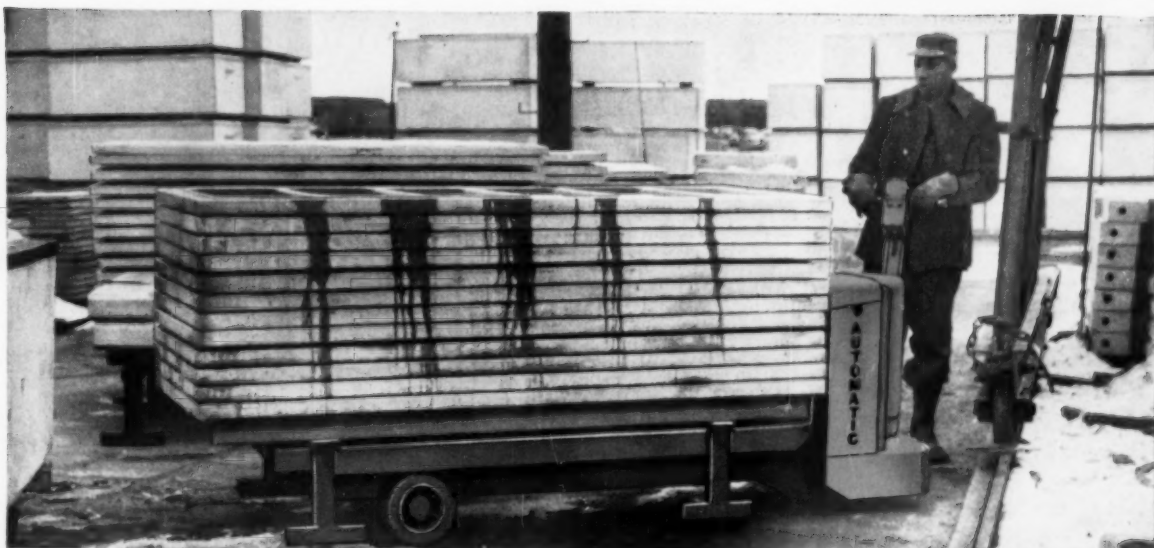
one carrier responsibility
cuts 20%
off running time



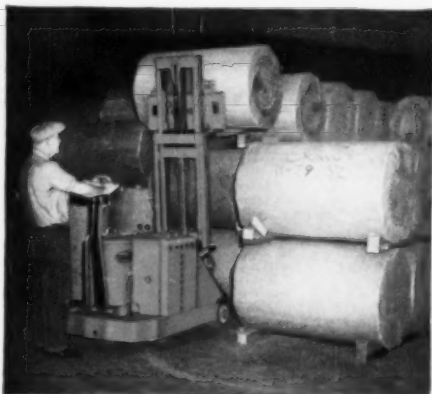
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|-------------------------------|-----------------|---------------------|-----------|
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| Buffalo, New York | RE 3915 | Madison, Tenn. | CM 2 5264 |
| Chicago, Ill. | LA 3 7660 | New York, New York | LD 4 3320 |
| Cleveland, Ohio | DN 9 1856 | Omaha, Neb. | UN 3 0900 |
| Colorado Springs, Colo. | ME 2 1485 | Phoenix, Ariz. | AL 8 3321 |
| Denver, Colorado | DU 8 4157 | Pueblo, Colorado | LI 3 4425 |
| Detroit, Mich. | VI 3 9505 | St. Louis, Mo. | CM 1 7830 |
| Evansville, Ind. | HA 3 6487 | Seattle, Wash. | SE 0680 |
| Kansas City, Mo. | HJ 3 8343 | Syracuse, N.Y. | 3 4123 |
| Knoxville, Ky. | ME 6 1361 | | |
| 1 Mile Miller—Terminal Cities | | | |
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| Dallas | Philadelphia | Tampa | |
| Dayton | Portland, Ore. | Washington, D.C. | |
| El Paso, Calif. | Rochester, N.Y. | | |
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| Indianapolis | | | |
| *With Trailer Pool | | **Trailer Pool Only | |

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THE ONLY COAST-TO-COAST CARRIER



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Division of The Yale & Towne Manufacturing Company

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Automatic TRANSPORTER

LEADS ITS FIELD IN COMPACTNESS... EFFICIENCY...ECONOMY...

Automatic TRANSPORTERS are available in many different types ...low and high lift platform or pallet...fork, straddle and retractable mast type stackers...tractors. These short, compact trucks perform all handling functions of standard rider type trucks, yet cost considerably less.

All models combine the flexibility, economy and dependability

of electric power at its best with many exclusive operating advances. Capacities, 1,000 to 10,000 lbs. depending upon model. Complete line of attachments available.

But see for yourself the superiority of Automatic TRANSPORTERS. Figures below are for low lift pallet model comparison but other TRANSPORTERS show equally impressive advantages.

| | CAPACITY... | TRANSPORTER 4,000 LBS. | TRUCK A 4,000 LBS. | TRUCK B 4,000 LBS. | TRUCK C 4,000 LBS. | TRUCK D 4,000 LBS. |
|--|--|---------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| SHORTER | Overall length less load... | 21 $\frac{1}{4}$ " | 25 $\frac{1}{4}$ " | 26 $\frac{1}{4}$ " | 23 $\frac{1}{4}$ " | 24" |
| MANEUVER- ABLE | Maximum Overall width | 29" | 32" | 32" | 27" | 32 $\frac{1}{4}$ " |
| BETTER INCHING CONTROL | 3 Speed Control | Yes | No | No | No | No |
| MAXIMUM HEAT PROTECTION | Class H Silicone insu- lated motor | Available | No | No | No | No |
| MORE EFFICIENT | Hand or foot lowering control | Both | Hand Only | Hand Only | Hand Only | Hand Only |

MAIL COUPON for complete TRANSPORTER specifications and FREE "Cost-Cutter" Materials Handling booklet.

Automatic Transportation Company
Dept. A-8, 115 West 87th St., Chicago 20, Ill.

Please mail me complete specifications for the Automatic TRANSPORTER Line and include FREE copy of your booklet, "Materials Handling COST-CUTTER."

Firm Name.....by.....

Address.....

City & Zone.....State.....